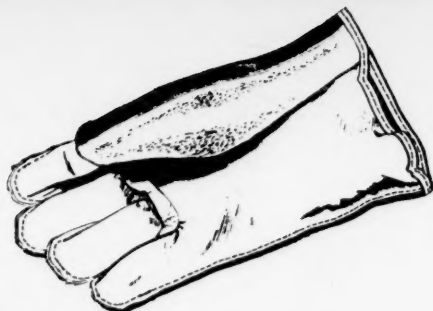


# LEATHER *and* SHOES

*The International Shoe and Leather Weekly*



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# HIDES ON THE WAY!



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AND

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This column invites the opinions of all L&S readers.

### Mighty Interesting If True

Sirs:

I am sure that you would be pleased to know that we look forward to receiving LEATHER AND SHOES each week. Your editorials are a real source of interest and pleasure and we admire your daring and courage. We also appreciate the fact that you are making a real effort to needle the leather industry into promoting leather, in order to retard the growth of synthetics.

We have also read with great interest that the leather industry proposes to raise \$1,000,000 to promote the sale of leather and to tell the public why they should use leather. In connection with this campaign, we thought you might like to know that although the leather people on one hand talk about combating the growth of synthetics, on the other hand some of the largest leather finishers and tanners throughout the country are trying to get on the synthetic bandwagon. At this moment, we do not care to reveal the names of the leather companies who have contacted us in an effort to distribute Neolite. We also are aware of the many leather finishers and tanners who are now experimenting with products similar to Neolite and I dare say we have been approached by at least half of the contract leather finishers in Newark and Peabody who have offered us their services to finish Neolite.

How can the leather industry conduct a successful campaign when the leather industry does not have confidence in their own product, and admit by their own actions that synthetics are here to stay?

M. BARASH, Vice President

The Barash Co., Inc.  
122 Fifth Ave.  
New York 11, N. Y.

# LEATHER and SHOES

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## FEATURES

STYLESCOPE .....	6
PIGMENT FINISHES, By Frank Welsh .....	7
ACRYLIC RESINS IN LEATHER FINISHES, By Robt. Shaw .....	8
ANILINE FINISHES, LACQUER AND LACQUER EMULSIONS, By Wm. Pohl .....	9

## THE NEWS

OPS OFFERS LEATHER PRICE ROLLBACK PLAN  
VELSOR RESIGNS FROM U. S. LEATHER COMPANY  
USED MACHINERY CEILINGS REVISED  
CHAIN STORE SALES GAIN IN FIRST 11 MONTHS  
TRADE INDIFFERENT TO LOWER HIDE CEILINGS

## DEPARTMENTS

Editorial .....	5	Tanning Materials ..	22	Coming Events .....	34
News X-Ray .....	11	Hides and Skins .....	23	Advertisers' Index ..	34
News .....	12	News Quicks .....	26	Deaths .....	34
Leather Markets ..	20				

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# CHRISTMAS AND THE TWO LAWS

## *Self-preservation and self-denial—the conflict creates the man*

ONE of the most tragic beliefs held by man is that his life is governed and guided by the law of self-preservation. While it is scientifically true that this "law" pervades all nature and governs of living things, its only exception is man. For man is not ruled by the law of self-preservation but by a far more profound law—the law of self-denial.

This law of self-denial came into full flower with the birth of Christ, 2,000 years ago. And while Christmas is a universal commemoration of the birthday of Christ, equally important, it is a commemoration of the law of self-denial.

Self-preservation, often called the "natural law," is the potent motivating force of all animal life. It is the law of the survival of the fittest, and the devil take the hindmost. If we analyze human history, or human behavior, a revelation suddenly appears. We recognize that all the evil events in history, or the evil acts of the individual, have been motivated by the law of self-preservation. War, hate, greed, selfishness, theft, brutality, revenge—all have their roots in the law of self-preservation. Under this law, accomplishing the end is justified by any means.

### Not An Abstraction

There is nothing vague or abstract about this. A dog has no qualms about stealing a bone, for it's survival of the fittest. A man will kill if it means his life against another. That, too, is survival of the fittest. Analyze any evil act or event, and behind it you see the law of self-preservation in motion. Though it is essential to animal nature, it is a law which depraves human nature and has pock-marked the tortuous, uphill road of civilization.

With the coming of Christ and Christmas, man was imbued with a profoundly difficult law—the law of self-denial. From this law has stemmed all the goodness in human character, and all the good progress of human history. Significantly, it

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is not a man-written law but a God-given one. This means it is as deeply instilled in human nature as self-preservation is in animal nature. It has been responsible for all our blessings, all our good progress and accomplishments. For by application of that law it is *impossible* for anything but good to result.

The acts of self-denial fill human history; millions of such acts are born daily. The vast majority never find a niche in written history, yet they have served to make what we are wont to call a "better world." Had not man been imbued by God with this law, he would never have progressed beyond the cave and club.

Christmas expresses the universal sense of giving, of good will. But how, by the law of self-preservation, would it be possible or logical to feel joy in giving, in good will, if the very nature of that law demands the opposite expression, taking and ill will and suspicion and selfishness? The whole spirit of Christmas softens the hard shell of man, mocks the deceptive law of self-preservation. The real character of man—the innate goodness of man—comes to the surface during this season to show him his inherent possibilities, if only he will continue this spirit throughout the year.

We have made progress only because there have been enough men with the strength to resist self-preservation and hold fast to self-denial. They have done it only because they were more strongly imbued with Christliness, and the spirit of Christmas was with them every day.

Every since the first merchant, businessmen have suffered from an inner conflict: can self-preservation

and self-denial be reconciled? It has always been presumed that to succeed in business the most valued asset was a strong feeling of self-preservation to protect and advance one's interests in a materialistic world governed by the law of self-preservation. How, then, could one be self-preserving and self-denying at the same time?

The blunt truth is, the two laws cannot be reconciled or compromised. However, the basic error lies in the belief that a strong sense of self-preservation is essential to the successful conduct of business. To be aggressive, persistent, to use strategies and effort that help one to succeed in business—these are not to be confused with actions stemming from the law of self-preservation. God gave us a mind, physical energies and talents so that they might be used. Out of these have been created the new ideas which have given progress to civilization and gratification to the individual.

### Mere Application

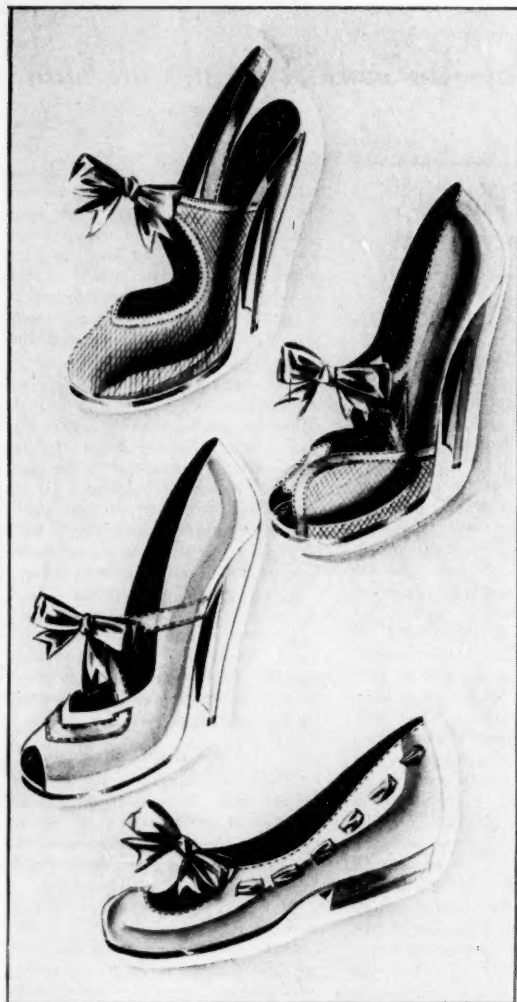
Thus, in using these methods or efforts there is no contradiction to the law of self-denial. It is merely the application of God-given abilities and talents by and with which we help to create a better world.

However, the law of self-denial reaches to a higher level. It is the "gentle law" which gives mankind all its beauty—through expression of kindness, compassion and love. It is easy to repay kindness with kindness. The true character of a man is revealed when he is able to repay unkindness with kindness, hate with love, indifference with compassion.

God created the law of self-denial to accomplish good—so that man's own happiness, plus the making of a better world, would be hard earned and hence more appreciated and more gratifying.

And once a year He gave us Christmas—to remind us of that profound truth and its profound potentialities for a richer life.

# Stylescope



## The New Tie

**F**OR several years, the women's shoe industry has been talking about ties, but it's proved a case of all talk and no action. Many manufacturers, believing that the styling might take hold, have included one or two tie items in their lines season after season. These have accounted for some sales, but nothing worthy of excitement.

Other manufacturers, using a cautious approach, have done nothing at all with this theme. Result is that they have now lost sight of the possibilities the tie-shoe affords as a smart, style-right shoe fashion.

At the beginning of the present season, now well under way, there was some talk along these lines. But, the idea has fizzled in the face of some breezy new themes.

This shoe has been out of the fashion picture for so long that it is about due as a fresh change. The law of averages, or cycle of style evolution, indicates that in the not too distant future this styling holds a good chance of making a grand sweep.

Norman Potter, young shoe designer, here presents a fresh viewpoint on the possibilities of ties in chic-looking, modern-day footwear.



Leather And Shoes introduces Norman Potter, a rising young shoe designer, associated with the Quality Pattern Co. in Boston. A graduate of the Massachusetts Maritime Academy and former lieutenant in the Navy, Mr. Potter decided to follow his design and art inclinations after his discharge from the service. In his nine months with Quality he shows promise to become an outstanding women's shoe designer.

# PIGMENT FINISHES

## *Development of pigment finishes in tanning and their use today*

By Frank Welsh

Prime Leather Finishes Co.

**T**HE first so-called pigment finish was made in the early 1890's. A combination of soap, glue and sienna, umber and ochre for application on bark-tanned wax splits. Then came an era when finishers of leather used combinations of beeswax, carnauba wax, shellacs, casein, blood and oceanic mosses. But unfortunately, most of these materials do not leave continuous films of high abrasive qualities nor do they have the elasticity or flexibility that is required on today's leathers.

Since then there have been wonderful strides made in the science and art of finishing leathers—machine buffing to displace, slicker hand buffing plating machines to displace hand-ironing, and on side leathers, plating to displace glazing. Colored finishes made great progress from the late 1920's to 1951 in producing finishes of beauty and protection for leathers of all types.

Toners, lakes and reduced colors to replace the earth colors and many other organic materials were developed for vehicle formulations.

Progress was made in the last ten years in lacquer emulsions to produce aniline leather of great beauty in appearance and colors of great variety. There is no doubt that the lacquer emulsions spray coats leave a continuous film that has the appearance of full-grain drum-dyed leather, and of course the spray equipment has added its part to the progress of application and labor economy. Also the development of synthetic polymers and copolymers such as urea formaldehyde resin,

styrenes, butadiene copolymers and many others have added to film forming elasticity and flexural features as base coats to make good leather finishes.

Very often the question comes up on solids. The value of solids in pigment finishes contradicts actual performance. The effect of hiding power of changing pigment concentration in a pigment finish cannot always be predicted. Since the pigment finish is a concentrated system of pigment particles which tend to be close together and to interfere with one another. As the concentration of pigment in the finish is increased more interference is brought about and each unit of pigment becomes less effective. To think the general effect of increasing pigment concentration is to raise the hiding power of the pigment finish is wrong. In some cases the loss of pigment efficiency due to increased concentration may more than offset the gain in total hiding power brought about by increasing the amount of pigment.

### **Hiding Power Varies**

The hiding power of a given pigment is subject to extreme variations, depending on the way it is used. It is impossible to assign to any given pigment an absolute hiding power value having much meaning, since it is easily possible to vary the hiding power value of a single pigment as much as 50 percent simply by varying the composition in which it is used. Methods of making a finish vary with the different manufacturer which gives different end results.

Three companies can start with the same ingredient and same amount and there will be a vast difference in end

results, owing to the difference of theory and practice in boiling and emulsifying temperatures homogenizing and grinding procedure are all complex factors that enter in the making of a good finish. The solids percentage is not always an indicator of a good finish or a finish not so good.

Those familiar with pigments are accustomed to divide color materials into classifications:

1. Toners are pure color agents containing no inert matter such as paras, toluidines, lithols, etc. They differ in properties. Generally paras bleed the most, toluidines are the fastest to light and lithols are best for non-bleeding. Toners are either organic or inorganic.

2. Lakes contain an active color agent plus inactive material. They are made by precipitating the color agent on an inert base such as barium sulphate or aluminum hydroxide, each of which is an insoluble white material. By this method of preparation the individual particles of inert materials are covered with the color agent so that examination under the microscope would show an apparently homogenous product.

3. Reduced colors are similar in composition to lakes but are prepared differently. They are a dry blend of toner with inert materials made by mixing the two ingredients in the dry state. They show their heterogeneity when examined under the microscope. Reduced colors get their name from the fact that the concentration of color agent has been reduced by the addition of an inert substance. It will be seen from the

(Continued on Page 30)

Talk given before the Tanners Production Club of Wisconsin, Dec. 14, a symposium of Leather Finishes.

# ACRYLIC RESINS IN LEATHER FINISHES

## *What they are, properties, forms used, advantages, applications*

By Robert Shaw

Rohm & Haas

**T**HE points I would like to cover briefly are:

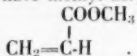
- a) What acrylic resins are;
- b) The physical properties of acrylic resins;
- c) The form in which these resins are used;
- d) The advantages that they give in leather finishes;
- e) The different ways in which they are used in the finishing of leather.

### What Acrylic Resins Are

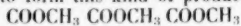
Acrylic resins are derived from acrylic acid which is a very simple organic chemical having this structure:



If we replace the hydrogen atom in the carboxyl group by a methyl group we have methyl acrylate, thus



Methyl acrylate is a low boiling liquid with none of the properties which would be considered desirable as a component of a leather finish. The important part of this molecule however, is the double bond which means that the material is unsaturated and reactive. As a result of this reactivity, a great number of these molecules link up with each other to form this kind of product:



$\text{---CH}_2\text{---CH---CH}_2\text{---CH---CH}_2\text{---CH---CH}_2\text{---}$   
where the chain is very long. This product is polymethyl acrylate and is an acrylic resin. It is a polymer while the simple molecule from which it is derived is a monomer and the process by which it is produced is known as polymerization.

The physical properties of these resins are very important, for after all, it is the physical properties of a

material rather than its chemical constitution that decide whether it is suitable for leather finishing or not.

The monomer has changed from a low boiling liquid to a plastic solid. This plastic solid can be stretched out to a very great extent and it returns more or less to its original size when the stretching force is removed. The resin gives films of very considerable strength. The resin is virtually unaffected by aging or by exposure to light. It also has exceedingly good adhesion to leather. You can realize therefore that we now have a material with the kind of physical properties that would make it seem suitable for use in leather finishes.

### Forms Used

Now we have to get this resin in a form in which it can be conveniently used in a leather finish. The resin is insoluble in water so we cannot make an aqueous solution. It is soluble in a great variety of organic solvents so we could make organic solutions. Such solutions, however, have not been found to be too applicable to leather finishing for several reasons among which are difficulties in spraying and swabbing and also the fact that solvent type finishes are not very acceptable in the finishing of many leathers, particularly shoe upper leather.

The problem has been solved by making a dispersion of the resin in water which is usually achieved by emulsifying the monomer and carrying out the polymerization in this form. The resin is thus formed in extremely small particles which are dispersed in the water phase. By such means we now have our acrylic resin in a perfectly fluid form in which the medium is water. Such dispersions are just about as fluid as water though they may contain as much as 40 percent or even more of

the resin, and they have good spraying and swabbing characteristics.

They are generally prepared to be stable on the alkaline side, and they are compatible with all the generally used materials in water finishes such as casein, shellac, wax emulsions, etc.

We now have the acrylic resin in the form which is adaptable to use in leather finish formulations, so let us now look at the improvements which we can expect from such a material. These advantages stem from two sources, first the form in which they are used (resin dispersion) and second from the physical and chemical properties of the resin itself.

### Advantages

Let us look first at the advantages obtained by having the resin in the form of an aqueous dispersion. When a resin dispersion is applied to the surface of leather, water is absorbed due to the porous nature of the leather and as a result the resin is thrown out of the dispersion in the form of fine particles which coalesce to form a film. In other words, such a product forms a film by a process of coagulation. A solution of nitrocellulose on the other hand dries by evaporation of the solvents and before the film has set up the whole thing has sunk into the leather to an appreciable extent.

As a result of this drying by coagulation shown by resin dispersions, the resin coating is formed much closer to the surface and hence more filling is achieved. Not only this but where the leather is more open and porous, water is extracted faster and hence more resin is deposited. Where the leather is tighter, less water is extracted and hence less resin is deposited. You can therefore see that when a resin dispersion is brushed or swabbed on the surface of the leather there is a distinct levelling up of the surface, the places that need

(Continued on Page 29)

Talk given before the Tanners Production Club of Wisconsin, Dec. 14, a symposium of Leather Finishes.

# Aniline Finishes, LACQUER AND LACQUER EMULSIONS

*Their historic background and their modern tanning applications*

By William Pohl  
Kepec Chemical Corp.

**A**NILINE finishes have come into prominence in two distinct periods, one way back after pigment finishes had their first run, and at present.

Before the creation of pigment finishes one spoke of seasoning for leather. It was made up of either colorless solutions, or solutions of anilines in any vehicle as shellac, casein, blood or egg albumen, Irish moss and others. Of course, vegetable coloring matter also was employed. Most of these seasonings were concocted by the individual tanners to suit each particular type of leather, or each tanner's inclination.

These seasonings would color leather efficiently but would rarely have a uniforming effect unless it was top-graded leather.

When, during the first World War, it was impossible to procure added supply of anilines which at that time were almost exclusively imported from abroad, the inventive spirit created what then was named pigment finishes. However, after the war prophecies were many that pigment finishes would not stay. Many tanners expected to go back to their old style finishes. However, the public in the meantime had become accustomed to buying leathers that had evenness of color and were not—as in the period of aniline seasoning—spotty in color.

The first imperfect types of pigment finishes did, however, uphold for quite some time the claim for aniline finishes. Such wishes were partially satisfied by the finish producer by either including anilines in his pigment finish production or by favoring the addition of anilines in

the tannery proper. Claims for greater fastness of finishes and claims for more natural appearance of leather kept the call for aniline finishes alive. It was believed that the pigment finish producer would be doomed because the tanners, so it was thought, would produce their own finishes as of old by themselves. But most tanners decided after brief or longer experience to leave that particular art to people who would be equipped not only to produce but also to develop the finishes to an ever higher degree, technically and chemically. And truly the birth of pigment finishes was followed not only by vast improvements but also led to the creation of new types, such as lacquer finishes, lacquer emulsions as well as resin finishes.

Nevertheless, the clamor for aniline finishes or finishes with an aniline effect kept up interruptedly, and right now we are having the second major period of the aniline finish cry.

## Why the Interest?

What should bring about such strong desire for an aniline finish just now? The answer lies in two major developments, one of which is the deep buffing of leather making a full coverage almost imperative, and the other, paradoxically, the competition of plastic products with leather. It is necessary to cover leather so as to make it competitive with the evenness of the plastic material. On the other hand, leather seeks to distinguish itself from the very appearance of a plastic yet needs to color or partially cover the hide or skin. It would seem there is a middle way where one would have to find a balance.

In speaking of plastic products I would like to digress for a moment

to recite an observation made in Europe where all resin finishes or finishes containing such are called "plastic finishes." They are so called in all European countries—in all languages. Even lots on horses in the finishing room were plainly marked "plastic" where such finish or rather a resin finish had been employed. I said I thought that it is unwise for the tanners to sell "plastic finished" leather and call it so when plastic products are the most serious competitor the tanners have ever faced. I explained that if the leather user can use plastic-finished leather why should he not go the whole way and buy the plastic material altogether?

Now again to aniline finishes. Interspersely aniline finishes have been used since the early times of the pigment finish era. This is evident in the coloring of black leather. While in many cases slight addition of pigmentation is employed, the rule for all better graded stock is a straight aniline finish. However, here, too, the developments of the pigment finish production have had decided influence on the composition, i.e., the binders employed.

While formerly the tanner made most of his black seasonings, the purchase of black aniline finishes is now rather frequent. Developments all along the line have given the manufactured finish superiority over the former home concoction. Black is not a lone feature of aniline finish—for great strides have been made in producing equal results in other colors. Here the concentration of anilines to the point of saturation and a careful choice of binders make it possible to produce finishes in color, and especially so wherever the product is ap-

*(Continued on Page 31)*

Talk given before the Tanners Production Club of Wisconsin, Dec. 14, a symposium on Leather Finishes.





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Colonial Tanning Co., Inc., Boston 11, Massachusetts



**Immediate trade reaction to hide and skin price ceiling rollbacks one of almost complete indifference.** Hide men generally contemptuous of what they regard as bid by Administration to win public favor, point out that rollback makes not one whit of difference to selling prices. Government can point, of course, to fact it has effectually prevented further increases in retail shoe prices. Curiously enough, this comes at time when latter market is bearish rather than on upgrade.

**Big drawback to rollback is this:** as Hide Association points out, hide industry's chances of recovering some losses if and when markets rise again now substantially less. This is largely an "if" but must be considered. However, nobody is selling hides and skins at anywhere near new ceilings nor likely to reach these ceilings in near future.

**Next OPS step aimed at bovine leather ceiling rollback.** Exact amount of leather rollback not yet determined, will vary for individual firms. Two facts definite: first, new ceilings will still be well above current market prices. Finally, leather rollback will be patterned after hide. Upshot is another meaningless order for present.

**Don't underestimate hide order.** It has its psychological good points. For example, if prices rise again in 1952 as appears likely, hide and leather men will complain less loudly upon reaching ceilings than they would if rolled back again. The rollback doesn't hurt now. That is one of OPS' principal reasonings . . . a good one, since it allows industry to readjust itself to new ceilings over period of time rather than facing quick disruption of sudden rollback.

**Proposed leather rollback appears set except for OPS' choice of base period in determining average individual markups of tanners.** OPS wants three consecutive fiscal years between Jan. 1, 1947 to June 30, 1951. Leather men want part or whole of 1946 included—a high profits year for tanners.

**New order will not set dollars and cents ceilings on leathers.** Instead, it will give average price

for each type of leather over chosen period. Thus individual tanners' ceilings for each type and grade of leather will not be exactly the same but will average out. Here again, new ceilings would be less of a shock than rollback at later date in event of another inflationary wave.

**Step-up due in '52 on U. S.-Mexican drive against hoof-and-mouth disease.** This may come as surprise to many who thought campaign nearing successful finish. However, recent outbreak resulted in loss of over one million animals, caused joint economic loss of \$200,000,000 to both U. S. and Mexico. These figures first revealed by Brig. Gen. William M. Creasy, commanding general Chemical Corps Research and Engineering Command, in recent address in which he warned against possibility of biological warfare. Creasy used figures to illustrate how an enemy-planted epidemic can reach huge proportions before checked.

**"Status quo" seems to be new line shoe unions plugging in latest contract negotiations.** Idea is to keep negotiations going on new labor contracts for '52 until shoe manufacturers are in middle of busy Spring run . . . then lower the boom. Manufacturers have strong argument against wage or fringe increases now but position will be weakened next month. Unions figure they will have better chance for increases then.

**Two shoe unions now plugging this line, may soon be followed by others.** Brotherhood of Shoe and Allied Craftsmen, Brockton independent, and Lewiston-Auburn (Me.) Shoeworkers Protective Association are definitely committed. Both have run into stonewall in present negotiations with manufacturers pointing to low industry conditions. Unions now figure if they can prolong settlement, they can get what they want when manufacturers are really busy. Latest survey shows Lewiston-Auburn factories on average 35-hour week while Brockton is at 30½ hours.

**Good possibility** United Shoe Workers of America, CIO, will pick up this line, at least in New York and Massachusetts territory. Contracts still pending in both centers with unions seemingly in no hurry.

# LEATHER ROLLBACKS IN OFFING

## OPS PROPOSES NEW CEILING REGULATION

### *Industry Committee Sees Proposal*

Rollbacks on present bovine leather price ceilings, imminent since the revision of hide and skin ceilings on Dec. 14, appeared just around the corner this week after members of the Leather Industry Advisory Committee met with Office of Price Stabilization officials in Washington.

As expected, the OPS unveiled details of a proposed rollback based on its action of last week when it reduced hide ceilings by 5c per pound and calf and kipskins by approximately 18%.

The proposed regulation of leather, to be effective 45 days after issuance, will cover tanners' sales of bovine leather and unfinished splits produced in the U. S. from both domestic and imported cattlehides, calf and kipskins. Separate orders will cover contract tanners of leather, finished splits, cut stock and leather finishing services.

Although the leather order will purposefully roll back current leather ceilings to reflect lower rawstock ceilings, it will allow inclusion of increased labor and material costs as of July 31, 1951.

The industry committee's major objection to the proposed regulation centered on the base period to be used in determining a tanner's average mark-up factor to be applied to tannery cost for each type of leather. OPS proposed use of three consecutive fiscal years within the periods Jan. 1, 1947 to June 30, 1951 as the base period.

Industry members took issue with this base period, recommended strongly that it include some part of 1946 when tanners' profits were substantially higher than in more recent years. OPS said it would take this under consideration.

Committee members also objected to use of the first half of 1950 for determining selling expense, as pro-

posed by OPS, and recommended use of a fiscal year rather than a six-months' period.

Committee members further recommended that the year 1951 be used as a base for figuring each tanner's yield factor instead of the year 1950, as proposed by OPS. OPS representatives expressed the opinion that the industry might find fewer distortions through the use of 1950 but agreed that some provision might be made in the proposed order for review of yield factors from time to time.

Designed to conform as closely as possible to customary pricing practices in the tanning industry, the proposed order would result in the determination of an average price for each type of leather. This average price would be employed in the preparation of a price list of ceiling prices for the leather items. This average price will be obtained by adding to a constructed January-June, 1950, average price, certain increases in costs from that period to June 1951.

Presiding at today's meeting of the Leather Industry Advisory Committee was Dickson S. Stauffer, Chief, Hides, Leather and Shoes Branch, Consumer Soft Goods Division, OPS.

Members of the Leather Industry Advisory Committee present were:

F. H. Becker, The Ohio Leather Co., Girard, O.; Carl F. Danner, American Hide and Leather Co., Boston; John W. Filoon, V. & F. W. Filoon Co., Brockton; Arthur E. Gebhardt, A. L. Gebhardt Co., Milwaukee, Wis.; Joseph M. Grady, Allied Kid Co., Boston; Arnold Horween, Horween Leather Co., Chicago, Ill.; Erhard Buettner, Pfister and Vogel, Milwaukee, Wis.; Joseph C. Kaltenbacher, Seton Leather Co., Newark, N. J.

Cecil Lichtman, J. Lichtman and Sons, Newark, N. J.; Donald H. McCree, The Lackawanna Leather Co., Hackettstown, N. J.; Michael F. McGrath, Dudley Leather Co., Lynn; S. Palmer, A. C. Lawrence Leather Co., Peabody; M. P. Pearson, Armour Leather Co., Boston; John Schanzle, Howes Leather Co., Inc., Boston; Laird H. Simons, Jr., William Amer Co., Phila., Pa.

## ASK NPA EASE GLOVE LEATHER RULING

### *Tanners In Drive To Regain Glove Market*

Easing of processing restrictions on glove leathers but continuation of monthly wetting reports was recommended to the National Production Authority at the first meeting of the Glove Leather Manufacturers Industry Advisory Committee.

NPA's Order M-62 is not responsible for the current depression in the glove trade, but amendment of the order would help the industry in its comeback fight, committee members said.

(M-62 restricts the processing of horsehides, horsehide parts, goatskins, cabrettas, sheepskins and sheepskin parts, shearlings, kangaroo skins and deerskins to a percentage of the number of each kind of skin wet by a tanner in an average quarter of 1950. Intent of the order is to safeguard leather supplies for military and defense needs and make equitable distribution of the remaining supply.)

Because of style changes and growing competition from cotton and synthetic fibre gloves and from foreign-made leather gloves, individual American glove manufacturers feel it necessary to turn to leathers which they did not use during the base period, committee members said.

Inflexibility of M-62, which does not permit the switching of quotas between different types of skins, handicaps the trade in this regard, they added.

Julius G. Schnitzer, Director of NPA's Leather and Leather Products Division, reminded the committee that when M-62 was issued May 15, 1951, the outlook for leather supplies was much tighter than today. Three factors were present then: (1) large volume of military glove purchases; (2) scarce buying on the part of the public, and (3) entry into the market of new firms processing glove leather.

In considering any amendment of M-62 to keep it abreast of current conditions, NPA must first examine possible contingencies of military and defense requirements for articles

(Concluded on Page 22)

## NPA SEEKS TO BUILD QUEBRACHO STOCKPILE

### Asks Advice Of Advisory Committee

\* Difficulties facing stockpile procurement of quebracho and the impact of federal restrictions on the oil drilling industry's use of this imported vegetable tanning material were reviewed last week by the National Production Authority.

Meeting with the Quebracho Distributors Industry Advisory Committee for the first time, NPA asked what steps the government can take to accelerate stockpiling of quebracho.

Distributors serving the petroleum industry state that contrary to the stockpiling situation, importers have offered them greater quantities of quebracho than the 60 percent of base that oil drillers are permitted to use under NPA's order M-57 (Vegtable Tanning Material).

One reason offered by a committee member for this discrepancy was apprehension distributors might feel over contracting with the Government, because of the renegotiation feature of Government contracts. Since renegotiation applies only to excess profits, and the quebracho distribution industry operates on a gross profit of three percent, renegotiation is hardly a menace, NPA suggested.

Possible reluctance of producing countries to sell quebracho for United States stockpile purchase for fear the market might subsequently be depressed by release of the stockpile, was another reason suggested by a committee member for stockpiling difficulties.

Argentina and Paraguay are the principal quebracho producing and exporting countries. Export permits are required for shipments from Argentina, but not from Paraguay. There is no domestic supply of quebracho.

Confusion regarding the tannin content of Government quebracho specifications was regarded as a minor deterrent to offerings for the stockpile. The NPA said it would confer with the General Services Administration to clarify the question of whether the 63 percent tannin content requirement means a 63 percent basis or 63 percent minimum.

The committee recommended that Order M-57 be amended to remove the restriction on use of quebracho oil by oil drillers to 60 percent of

average quarterly use during base period of first six months 1950, or to raise this percentage to 80-90 percent of base period.

Although the oil industry uses about 75 percent of the normal supply of quebracho, NPA said it had restricted the industry's use because it had been advised in 1949 by an oil committee that the industry could get along without quebracho in time of emergency. The percentage rather than use restriction was imposed in April 1951 after it was learned that substitutes were not satisfactory under certain field conditions.

Julius G. Schnitzer, director of NPA's Leather and Leather Products division, presided. The following committee members attended: A. E. Arnold, Jr., Arnold & Clarke Chemical Co., Houston, Tex.; J. A. Barkey, Barkey Importing Co., Inc., New York; George M. Hodson, International Products Corp., New York; John W. Feeney, River Plate Import & Export Corp., New York; P. R. Mackinney, Tanimex Corp., New York; J. T. Sikes, Wm. Cameron & Co., Waco, Tex.; R. C. Marr, National Lead Co., Houston, Tex.; Fred M. Goodwin, Thompson-Hayward Chemical Co., Kansas City, Mo.; and Orien Van Dyke, Magnet Cove Barium Corp., Houston, Tex.

### VELSOR RESIGNS FROM U. S. LEATHER

A. Burch Velsor, long a familiar figure in the tanning industry, has announced his resignation as president and director of the United States Leather Co. The resignation will be effective at the close of the next stockholders' meeting Jan. 9, 1951.

Velsor first joined the company, then known as the Central Leather Co., on July 2 of 1917. In 1935 he was named vice president in charge of sales of United States Leather Co. and became executive vice president on Jan. 1, 1946. He was elected president of the company on Dec. 21, 1949.

Velsor said he was resigning his position because of cessation of the company's leather activities. U. S. Leather has been liquidating its tannery holdings over the past year after deciding to terminate its sole leather manufacturing operations.

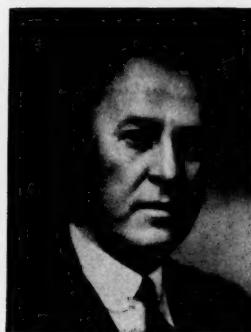
Although a holding company in recent months, the meeting on Jan. 9 has been called to discuss the company's complete liquidation.

Velsor did not reveal his immediate plans for the future.

### J. T. McCauley New Head Of 210 Associates

Joseph T. McCauley, sales manager of Allied Kid Co., Boston, was elected president of The 210 Associates at the organization's 12th annual meeting held Dec. 12 at the Boston Club. He succeeds Saul L. Katz, president of Hubbard Shoe Co.

Five vice presidents elected were: Albert D. Aronson, American Girl Shoe Co.; Herbert C. Lee, A. S. Beck Shoe Corp.; Kivie Kaplan, Colonial Tanning Co.; Fred N. Phillips, Jr., Phillips-Premier Corp.; and Louis H. Salvage of Louis H. Salvage Shoe Co. Aronson and Kaplan served similar terms last year.



Joseph T. McCauley

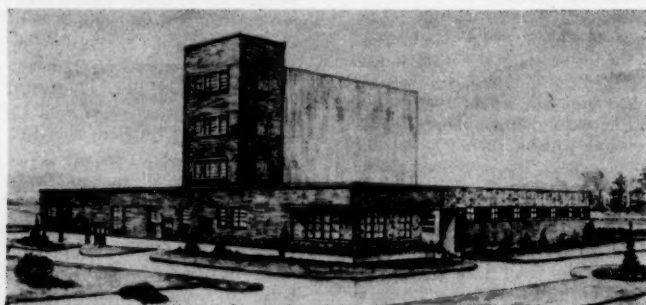
Other officers named included A. W. Berkowitz, Bourque Shoe Co., treasurer; Edward M. Kassel, Gold Seal Rubber Corp., assistant treasurer; and J. William Nicolls, Jr., Day Gormley Leather Co., secretary.

Directors for three years are A. A. Bloom, Saco Moc Shoe Corp.; Urban Dacier, the Brown Co.; Benjamin Daniels, John E. Daniels Leather Co.; Joseph W. Holmes, United Last Co.; C. Charles Marran, Spencer Shoe Stores; Francis B. Masterson, Hub Shoe Co.; and Charles Slosberg, Green Shoe Mfg. Co.

Directors for one year are James T. Gormley, Day Gormley Leather Co.; Paul Mason, Compo Shoe Machinery Corp.; and Walter Reinstein, John E. Daniels Leather Co.

Carl Danner, president of The American Hide and Leather Co., and Myer Saxe of Kessen Shoe Co. are trustees of the Permanent Fund.

## NEW THREAD PLANT DEDICATED



Townpeople of Hendersonville, N. C., had something to celebrate on Dec. 3 when Belding Corticelli dedicated its new \$2 million thread manufacturing plant called "Nymoville." The plant (above), constructed of selected brick and insulated aluminum panel walls, will reach full-scale production in mid-1952. Production flow and quality will be controlled by some 5,000 electronic tubes, thus making "Nymoville" the first thread manufacturing plant to employ an electronic control system. The new plant will turn out bonded, non-twisted threads according to Belding Corticelli's exclusive monocord process. In lower photograph, F. L. Johnson, president of the firm, telephones his dedication message for broadcasting by Station WHKP as H. A. Johnston, executive vice president, sits before waiting to send his message.

## HOWES TO CLOSE MICHIGAN TANNERY

The 84-year-old Michigan Tanning and Extract Co. tannery at Petosky, Mich., subsidiary of Howes Leather Co. of Boston, will be shut down on Feb. 1, 1952, F. E. Artz, general manager of the tannery, announced this week.

The plant has been producing sole leather for Howes over several decades. It has a present capacity of 600 hides per day and employed 125 workers.

Officials of Howes attributed the closing to economic conditions of the day, the unfavorable geographic

location of the plant and substantial inroads made by nuclear soling materials into the sole leather market. The company has seven other plants.

## Defer United Shoe Action To January 7

Filing of findings of fact and conclusions of law by both parties in the Justice Department's anti-trust suit against United Shoe Machinery Corp. has been postponed to Jan. 7, 1952, by Federal Judge Charles E. Wyzanski, Jr.

Judge Wyzanski said that reply briefs will be filed shortly thereafter and oral arguments will be heard at a later date to be announced.

## ARGENTINA REDUCES HIDE EXPORT PRICES

### New Lists Are Lowered By 8-12 Percent

Argentina's IAPI has announced reductions ranging from eight to 12 percent in its hide export prices. The new list prices are effective Dec. 14.

New prices of several of the most important hide selections are as follows: Frigorifico Standard steers, 42¾ cents; rejects, 41½ cents; cows, 43 cents; rejects, 36½ cents; extremes, 47¼ cents; rejects, 44 cents.

Buenos Aires Dry Hides: Americanos, 45½ cents; Verano (summer-hides), 38½ cents; Inservibles (rejects), 26½ cents.

Campos (Camp Hides, salted and not dry): steers, \$.276; cows, \$.276; and extremes, \$.277.

No important sales have been reported recently and the market is quiet.

Leather prices remain still higher than those on international markets, a fact which has led some trade sources to look for another modification of Argentina's exchange rates. However, the drought, which lasted until early Dec., has destroyed the bulk of Argentina's crops which normally provide more than 60 percent of exchange for import. Crops this year will be so small that export quantities will remain necessarily small.

## Davis To Head New England Trade Research

Appointment of Edward L. Davis as manager of the New England Shoe and Leather Association's Research Bureau was announced this week by Maxwell Field, NESLA executive vice president. Davis succeeds A. Leonard Arnold, who has resigned to take a similar position in another industry.

Davis has an extensive background in the shoe industry and in fields of personnel administration, industrial engineering and cost control. He has been associated most recently with the H. H. Brown Shoe Co., Inc., in Worcester, Mass., and has spent the last three years as the company's personnel director.

Field said the new research manager will supervise the Association's services to members on all matters covering wage stabilization, salary regulations, wage-hour and unemployment compensation laws, personnel records and labor surveys.



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## MILITARY BIDS AND AWARDS

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### Chamois Skins

**December 24, 1951**—Regional Information Officer, Region 2, General Services Administration, 250 Hudson St., New York 13, has issued Invitation No. NY-2N-35015 covering bids on 3,480 chamois skins.

### Carrying Straps

**December 27, 1951**—Signal Corps Procurement Agency, Philadelphia, Pa., has issued Invitation No. 11685-16-Q covering 110,000 russet leather carrying straps, p/o ME-22 for Signal Corps telephones EE-8-A and EE-8-B.

### Aviators' Jackets

**December 28, 1951**—Naval Aviation Supply Office, Philadelphia, has issued Invitation No. F54238B covering bids of 20,670 aviators' jackets, Spec. 55J14 (AER), outer shell chocolate brown goatskin leather in accordance Spec. AN-L-24, and shearling (mouton) collar in accordance with MIL-M-5631, Type p, Class 1.

### Barbed Wire Gauntlets

**January 14, 1952**—QM-11-009-52-770, covering 101,040 pairs barbed wire gauntlets, in accordance Mil Spec. MIL-G-2122 dated March 29, 1950. DO rating. Opening at 10:00 a.m. at Chicago Quartermaster Depot with delivery at 16,280 pairs April through Aug. and 16,940 pairs by Sept. 30, 1952. Destinations: 35,400 pairs to Columbus, O., 50,500 pairs to Ogden, Utah, and 15,140 pairs to Bellbluff, Va., for the Army.

### NAVY SHOES TO HANOVER

Hanover Shoe Co., Hanover, Pa., has been awarded contract to make 5,388 pairs of high black general purpose shoes for the Navy. Dollar value is \$26,731 with delivery to Mechanicsburg, Pa., and Clearfield, Utah, by Jan. 31, 1952.

### TOOLING LEATHER AWARD

A. F. Gallun & Sons Corp., Milwaukee, has been awarded contract on Invitation QM-30-280-52-445 for 3,700 black and brown medium brown calf tooling leather, 2 to 2½ oz., at a total value of \$29,220.50. Awards on other leather items covered by the invitation were not announced.

### OPEN SLIPPER BIDS

North Shore Last Corp., Lynn, Mass., was low bidder at opening of Army Invitation QM-30-28-52-668—4,032 pr. hospital slippers for the Medical Corps—offering to supply the total quantity at \$.615, 60 days acceptance, ½ of 1% in 20 days. There were nine other bidders:

Bernardo Sandals, Inc., N. Y. C.; all \$.875; 10 days acceptance, ½ of 1% in 20 days.

Chenille Tuffies, Dalton, Ga.; all \$.95; 30 days acceptance, net.

A. Starensier Co., Inc.; Haverhill, Mass.; all \$.79; 20 days acceptance, net.

Earl L. Brunton, Caruthersville, Mo.; all \$1.38; 10 days acceptance, net.

Fishback Awning Co., Pasadena, Cal.; all \$2.46; 30 days acceptance, net.

Fashion-Sports Shoe Co., Paterson, N. J.; all \$.69; 30 days acceptance, ½ of 1% in 20 days.

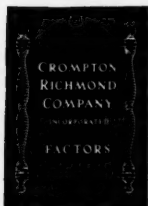
Park Shoe Co., Pittsfield, Me.; all \$.74; 15 days acceptance, net.

National Puff Co., Brooklyn, N. Y.; all \$.895; 60 days acceptance, net.

Jean Vivandoux Co., Inc., N.Y.C.; all \$.78; five days acceptance, ½ of 1% in 20 days.

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## ARMY BOOT AWARDS

The New York Quartermaster Procurement Agency has announced contracts on QM-30-280-52-NEG-70 covering insulated rubber combat boots have been awarded to the following five firms:

Bristol Mfg. Corp., Bristol, R. I.; Hood Rubber Co., Watertown, Mass.; The Goodyear Rubber Co., Middletown, Conn.; U. S. Rubber Co.; Cambridge Rubber Co., Taneytown, Md.

Only pairage disclosed was 6,000 pairs awarded Cambridge Rubber Co. at a total of \$126,000. All other firms received pairage awards valued in excess of \$250,000.

## BURLINGTON OFFERS NEW NYLON MESH

Burlington Mills Corp. has announced development of a new nylon mesh fabric for use in footwear. The new fabric, claimed to have unusual qualities, is now being offered to shoe fabric wholesalers for distribution to men's, women's and children's shoe manufacturers for spring and summer wear.

Colors of the nylon mesh, uniformly 39-40 inches in width, are white, tan, blue, black and wheat at present, with new colors planned.

Burlington says the fabric offers an unusual feature because of its textured effect on the outside and smooth surfaced inside. It will not slip, ravel or curl, has high tensile and abrasion strength, unusual flexibility and resistance to acid perspiration.

## OPS REVISES USED MACHINERY CEILINGS

### *Includes Shoe And Leather Equipment*

The Office of Price Stabilization has announced new ceiling prices for used industrial machinery, including leather working machinery and shoe manufacturing and repair machinery.

CPR 105 which succeeds GCPR as ceiling order for the machinery, sets new ceiling prices at 85 percent of applicable base price (manufacturers' published list for the same or similar machinery.) It also sets the ceiling for equipment not rebuilt and guaranteed at 55 percent of applicable base price.

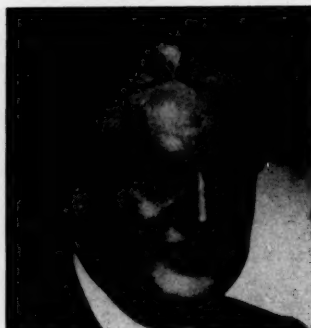
OPS said the new order, effective Dec. 17, will not affect current prices for all equipment covered but reflects current market price levels. In the absence of a manufacturers' price list, cost price lists may be used.

The order covers used cutting tools and dies as well as many other types of used industrial machinery. It does not cover used machine tools.

Ceilings must be figured on a F.O.B. point of shipment basis, according to the order. Special packing or crating charges, credit and tax charges, and terms or conditions of the sale must conform to those in effect during the period Dec. 19, 1950 to Jan. 25, 1951.

Sellers must also furnish all buyers with detailed invoices covering each sale. When ceilings are figured under a depreciation method as specified in CPR 105, the buyer must be given a statement identifying the machinery, name and address or original purchaser, and date acquired by original purchaser.

## PROMOTED AT U. S. RUBBER




C. William Pennington, left, appointed general merchandise sales manager of United States Rubber Co.'s footwear and general product division, who will be in charge of sale of all division products sold primarily through retail outlets. At right is Charles F. Kadlec, named sales manager of wholesale products for the division, who will be in charge of sales through wholesale outlets. Pennington has been sales manager of wholesale products since July 1950. Kadlec has over 24 years of footwear sales experience with the company, is succeeded as branch footwear sales manager by Augustus C. Ware.

*Experienced shoemakers know and ask for*  
**"McAdoo & Allen's" "Liberty Bell" Welting**

*"Tops" for Quality*

**McADOO & ALLEN WELTING CO.**

**QUAKERTOWN, PENNSYLVANIA**

A stylized line drawing of a shoe, possibly a boot or a high-top, is shown in profile. The shoe is white with black outlines. Inside the shoe, there is text. The background is dark with some faint, swirling lines.

# They're all Allergic ...to Vapor

## They just can't take it!

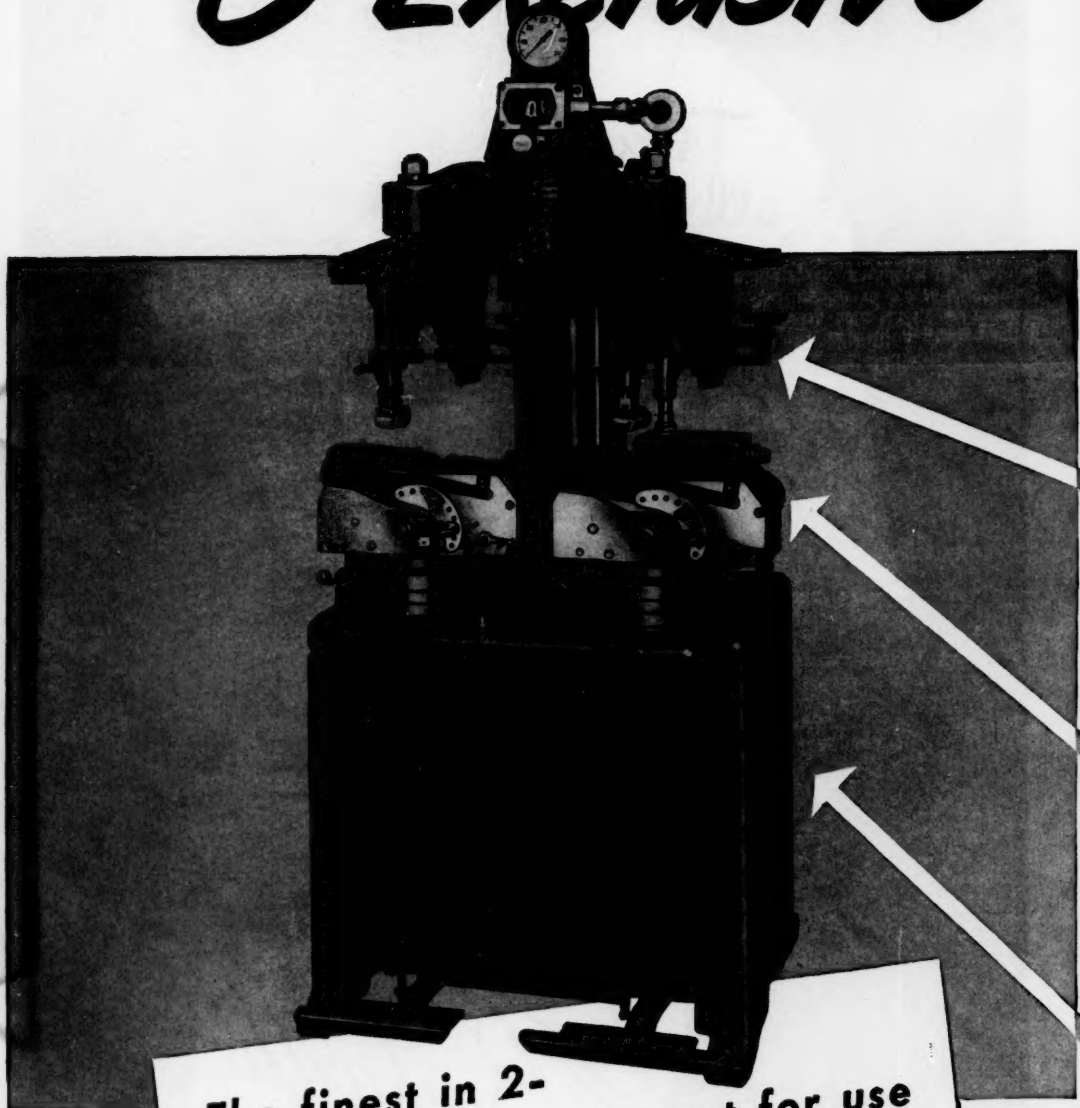
Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

# Beckwith

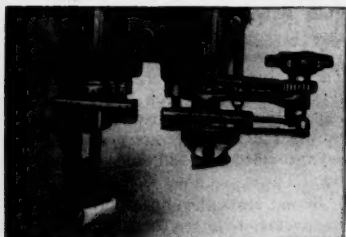
# *3 Exclusive*



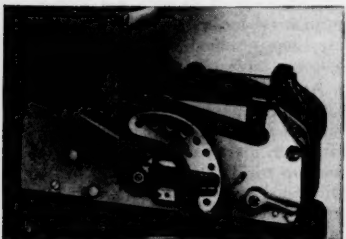
**The finest in 2-  
station press equipment for use  
with pressure-sensitive cements**

# Features!

## With the NEW USMC CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism  
accommodates all heel heights



Pad boxes can be angled  
to aid operator



Timing device controls time  
under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features —

### 1 Balanced Pressure

Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

### 2 New Improved Pad Box

This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

### 3 Positive Time-Pressure Control

An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting *both* stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

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## UNITED SHOE MACHINERY CORPORATION

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GEBHARDT-VOGEL TANNING CO.  
706 W. OREGON ST., MILWAUKEE

## LEATHER MARKET ACTIVITY CONTINUES AT IMPROVED PACE

*Real Volume Not Expected Until Jan. But Sales  
Are Better*

Calf and side uppers do best business. Heavy suede splits wanted. Better tone to sole leathers. Sheep moderate.

here. Not too many hind shanks around; price lists generally at 24c and down. Fore shanks do little business above 20c.

### Sole Better

Boston sole leather tanners much encouraged this week; not by the amount of new business which is fair but by growing interest, widespread indications that sole will do well after New Year. Tanners feel sole prices are once again competitive, prefer to hold present levels now that heavy hides are firmer.

Variety of bends sold in past week. Heavy bends, over 9/10 iron, have difficulty getting up to 58. The 9/10 irons hold around 60c. There is enough business at these weights to keep tanners hopeful. Mediums are quoted up to 70c but there is little business above 67c with most sales at 65c or below. Lights do well as usual but not at 80c quoted level. Sales reported at 75-76c with good interest at these prices.

### Sole Offal Hopeful

Sole leather offal tanners and dealers in Boston see better business ahead. Judging from interest and sales this week, buyers are back on this market again. Price and profits, however, are another story. Tanners say they sell only when selling at recently reduced levels. Firmness on hide market enables them to hold present lists but these are hardly high enough to cover replacement costs.

Steer bellies listed at 30c and down; no sales reported above 28c with better volume down to 25c. Cow bellies listed at 28c and down, do best around 25c. Single shoulders slightly better this week but prices are difficult. Lights with heads off bring somewhere in neighborhood of 60c; some tanners ask 62c.

Double rough shoulders listed in high 60's for men's waist belt stock but better sales made at 65-64c. Welt-ing stock brings in low 60's; around 62c is average price. Heads only fair at 20-25c but prices not too firm

### Calf Good

Calf leathers of all types continue quite active in Boston. Tanners say they are quite happy about present volume, can only hope it continues. The majority, however, expect let-down shortly but look for pick-up almost immediately after New Year. Spring run prospects are good, they say, provided they can hold the price line.

Recent strengthening of raw skins has some tanners worried. They would much prefer to sell at present levels, fear customers recently returned to calf market will again be pushed away if tanners are forced to increase leather prices. Thus, few are happy about rising rawstock prices.

As in recent weeks, best activity in lower grades at 60c and down, both in men's and women's weights. However, more sales reported at 65c and up to 70c. Better grade men's still listed at 90c and down with top grades even higher but not much volume. Top quality women's tannages average 85c and down. Suede moderate at \$1.00 and below.

### Sheep Spotty

Not much doing in sheep leathers the past couple of weeks. Boston sheep tanners say this is not ordinarily active season. Added factor in sales slowdown is that tanners have little price leeway; must hold prices close to present lists to realize replacement costs. Not much change expected before turn of year.

Specialty russet linings do best at 28-30c although top lines are listed as high as 35c. Nothing doing at higher levels. Boot linings find a fair amount of business at 28c and down to 21c. Shoe linings moving slowly above 25c; a little better below this. Colored vegetable linings reported moving in good volume at 26c and down. Chrome linings also

doing well at 29c and down. Tanners happily surprised over activity in these lines.

Garment sheep tanners say garment suede holding up very well at 29-30c. Sales in this market have held good over past several weeks at these price levels. Not as much activity in garment grains which are generally listed at 25c and down. Coat makers show good deal of price resistance; say they cannot go above 23c.

#### Kid Spotty

Kid leather tanners of Philadelphia find real activity still centered around colored glazed. No pattern has yet evolved as to colors or tones that will be most popular. Tanners feel that since these leathers are mostly going into multi-colored shoes, they will continue to sell in a variety of shades.

Some tanners processing ten shades and some many more. Orders for these colors, however, are still very small, and are spoken of by some tanners as hand-to-mouth orders; most for 30-day delivery.

A little business in black suede—in the cheaper grades. Slipper remains slow. Some tanners feel that slipper men may begin some buying soon.

Linings remain quite slow. Crushed reported as dead. Nothing doing in satin. List prices remain unchanged for publication.

#### Average Prices

Suede-45c-95c  
Glazed 35c-\$1.05  
Linings 30c-60c  
Slipper 35c-70c  
Satin mats 69c-\$1.20  
Crushed 35c-80c

#### Glove Leathers Ease

Not much change in this market. Glove business ebbs and flows with the weather. Leather business however is quiet as buyers are interested only in the barest of "fill-ins."

One leading producer has reduced the price of Cabretta leather 3c a foot on all grades. New prices quoted as follows: 77c, 72c, 67c, 59c, 49c, 37c, 27c. Others expected to follow.

Pigskins quoted from \$1.00 but business slow and on a barter basis. Cheap leathers get the call on what little business is floating around.

Domestic smooths quoted at 32c, 30c and 28c; pigtex grade quoted at 26c, 24c and 22c. Twenty-five cents seems to be the top price that buyers are willing to pay.

#### Sides Active

Good deal of activity this past

week in Boston side upper leather market. However, price situation is somewhat muddled as some tanners advance lists by 1c to keep pace with recent strengthening of hide market. However, a lot of leather is moving at recent market levels.

The greater volume moves at prices between 30-60c. Large spread elk, for example, brings 46c and down with emphasis on the down. Some lines priced up to 48c but no sales reported at this. Men's weight, combination extremes bring 56c and quite a bit below this also. Corrected kip sides at 58c and down. Army retan moving well; bulk of sales below 45c now. Volume starts at 43c and down.

#### Splits Fair

Not much change in this market. Heavyweight suede splits active as usual; lights much slower. Linings find fair enough business as does work shoe but gussets are less active.

At best, the pre-Christmas sales situation is spotty.

Prices about the same as last week. This means heavy suede splits at 45-47c and down. Lights at 41c and below. Linings do best below 20c. Work shoe around 28c and less.

#### Belting Sloggy

Belting leather tanners of Philadelphia find business still extremely slow. For the most part tanners expect this quiet period to last at least until the end of the year. Most potential buyers do very little buying, as they want to keep their inventory down. Some tanners will find an exception in the occasional customer who buys because "he would rather put the money into inventory than pay an excess profits tax." However, there are not enough of these to make any real dent.

Curriers find business definitely on the slow side. List prices with

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LEATHERS

**Sides \* Splits**



many are those that have been quoted for the past two weeks. However, in some instances prices are even lower and some have found that it is more feasible to quote an entire list at a lower figure; while others are sticking to their two-week-old quotations.

#### AVERAGE CURRIED LEATHER PRICES CURRENT IN PHILADELPHIA

Curried Belting	Best	Selec.	No. 2	No. 3
Butt bend	1.35-1.42	1.30-1.37	1.25-1.32	
Centers 12"	1.66-1.73	1.55-1.62	1.41-1.48	
Centers 24"-28"	1.60-1.67	1.54-1.61	1.40-1.47	
Centers 30"	1.54-1.61	1.29-1.36	1.39-1.46	
Wide sides	1.26-1.32	1.21-1.28	1.14-1.21	
Narrow sides	1.19-1.26	1.15-1.22	1.09-1.16	

Premiums to be added: extra light plus 14c; light plus 10c; extra heavy plus 10c.

#### Welting Better

Regular Goodyear welting sold this week at 9-9½¢ with the latter figure now generally quoted for future business. Weakness of past several weeks has disappeared and welting manufacturers try to get at least replacement costs. Volume not large but grows steadily.

Specialty welting gets a larger percentage of total business placed. Currently displayed samples show much larger percentage of such welting than ever before in spring lines. Store windows, too, indicate that the coming season will be a good one for specialties.

Synthetic welting continues to get its share of low priced welt and stitchdown business. Plastic welting, particularly in pre-stitched types, does excellent business.

#### ASK NPA

(Concluded from Page 12)

made from horsehide, sheep, cabretta and deerskin, Schnitzer pointed out.

Since a major part of the U. S. supply of raw hides and skins comes from abroad, import trends are of great importance to consideration of any amendment of M-62, he continued.

A comparison of 1950 import data on skins covered by M-62 with estimated 1951 imports (based on first eight months' figures) shows a general decline. Total horsehides, dry and wet, imported in 1950 were, in round figures 715,000 against an estimated 602,000 for 1951. Goat-skin imports are expected to drop from the 41,894,000 in 1950 to about 37,131,000 in 1951. Sheep and lamb-skin imports, amounting to 32,130,000 in 1950, should be about 20,051,000 in 1951. Deer and elkskin imports, 846,000 in 1950, are estimated at 835,000 for 1951. Kangaroo and wallaby imports are expected to decline from 557,000 in 1950 to 468,000 in 1951.

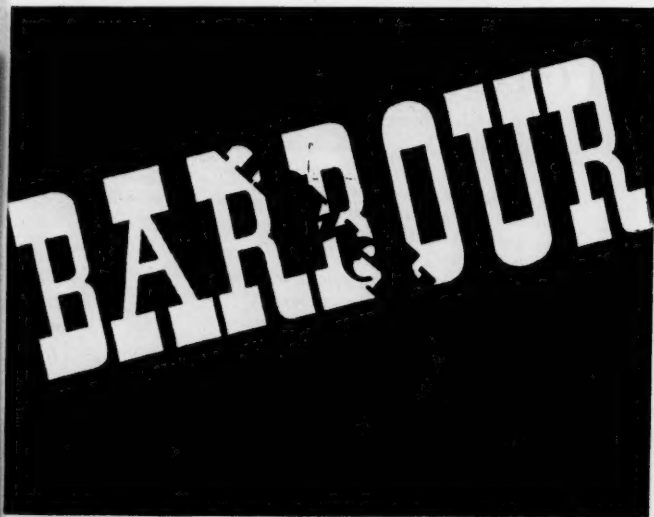
The leather industry's efforts to regain the glove market also are being studied by NPA in relation to M-62's future operation, officials said.

These efforts include the possibility of stimulating the dress glove market by offering a service through which customers might send gloves to a central point for cleaning and reshaping at a small handling charge. Also, experiments are under way to develop an improved method for leather glove cleaning by private cleaning firms, committee members declared.

Use of 1950 as a base period in M-62 was protested by the committee as unsatisfactory since much of the glove industry was undergoing an eight months' work stoppage.

Representatives from Fulton County, New York—center of the dress glove trade—reported unemployment of 5,000 workers (or 50 percent of the normal working force) in the tanneries and glove factories of that county due to decreased demand. However, committee members from other parts of the country, engaged in different types of glove manufacture, said employment in their localities is about normal.

The Glove Manufacturers Industry Advisory committee is composed of contractors, tanners and glove fabricators. These committee members attended: Charles McCarthy, Deccan Trading Co., New York; Arthur E. Gebhardt, A. L. Gebhardt Co., Milwaukee, Wis.; William F. Schumann, Jr., Hoffman-Stafford Tanning Co., Chicago, Ill.; D. S. Van Santen, Karg Brothers, Inc., Johnstown, N. Y.; Henry G. Hartmann, C. D. Osborn Co., Chicago, Ill.; A. S. Fink, Reliable Tanners, Inc., Gloversville, N. Y.; M. D. McKay, Teetz-McKay Leather Corp., Johnstown, N. Y.



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## NEW ACTIVITY IN PACKER HIDES AS PRICES ADVANCE

### *Stronger Feeling Seen in All Selections as Some Tanners Fill Permits*

Demand for big packer hides broadened early this week and a stronger undertone developed in practically all selections. Packers were slow to come out with new offerings on Monday and finally made available new lists on Tuesday and Wednesday at higher asking rates which were paid in most instances.

Sales by the big four packers alone at midweek reached a total of 60,000 hides with prices advancing from  $\frac{1}{2}$ c to  $1\frac{1}{2}$ c as to selections and lots involved. One Chicago big packer was a free seller of accumulated back-salted hides of better quality and was first to realize advances paid on several selections such as heavy native steers and branded cows. The same seller also realized premiums from June forward Omaha light cows; Sept. to Dec. Oklahoma light cows; and March to July Oklahoma kip and overweight.

Upper leather tanners were somewhat faster to pay advances for light hides than sole leather outlets were for heavier selections. Buyers for sole leather interests only reached a half-cent on heavy branded steers while the lighter hides scored greater advances.

Some tanner resistance on heavier types in both small packer and country hides but medium to lighter weights advanced, following to some extent the pattern set in the big four market.

Several tanners who have been active buyers of late have filled their quotas on the current allocation permits. These buyers will be either more selective in making further purchases or more or less out of market until next allocations.

Cattle slaughtering operations by packers are tapering off with the approaching holidays, receipts being somewhat smaller at many live market centers. With the poultry season in full swing the next couple of weeks, demand for beef is expected to be rather limited. Federally inspected slaughter of cattle totaled 1,122,231 head in Nov. compared with 1,139,936 in Oct. and 1,150,857 in Nov. a year ago. For the 11 months of this year, the inspected

cattle kill totaled 10,881,375 head versus 11,993,328 in the 1950 period.

Federally inspected slaughter of calves in Nov. only amounted to 457,292 head versus 499,587 in Oct. and 504,875 in Nov. 1950. Totals for the 11 months show 4,640,990 head this year against 5,404,324 a year ago.

#### Goatskins Same

Market quiet and unchanged. Best business in 1200 lb. and Group 4 Amritsars at \$10 to \$10.50 per dozen, c&f. Other India and Pakistan skins slow with 1.70/1.80 lb. Coconadas available at \$9.50. Very heavy 250/260 lb. Southern Indias brought \$12.37 $\frac{1}{2}$  and 40/40/20, 10/25/35/30 Deccans sold at \$10.

In Mochas, Genuine Batis moved at \$12 to \$12.25; Bati types at \$9.75. Last sales of Berberahs 100/105 lbs. at \$8.75. Addis-ababas, Hodeidahs and Eritreans quiet.

In Nigerians, some spot Red Kanos goatskins brought \$1.00 per dozen ex dock. Recent sales of white haired skins at 87c per lb., c&f., basis primes. Shade dried Kenya and Tanganyika skins figured at \$9.00 per dozen c&f. but well sold up. Capes slow.

#### Dry Sheepskins Unsettled

Trading still at a minimum as most buyers show very little interest. Latest reports from trade state business is held up on account of the uncertainty regarding the pound sterling. New Zealand and Australia unwilling to make offers until they know what will happen to the pound.

Hair sheep markets unchanged although some selling quarters indicate a little more interest. Addis-ababa slaughters' sheepskins, 175/180 lbs., offered at \$12.50 while buyers ideas not over \$11. Brazil cabrettas continue to be held at \$14 for regulars while buyers ideas about \$1 less. Cape gloves are slow and nominal as no interest and shippers not making any offers.

Some Mocha blackheads sold at \$1.70 for heavier and \$1.60 for lighter average skins. Dry salted Sudans, Mombasas and Nigerians slow and difficult to quote.

Shearling market slow and nominal. Asking prices for shipment usually above buyers views. Wool sheep markets firmer but trading restricted on account of pullers showing little interest here. Difficult to quote Punta Arenas market as no late offers. In Australia, 16,600 skins offered at Melbourne with new season lambs 4-6 pence, bare to 1-inch, par to 3 pence; all other descriptions, 2-4 pence dearer, Australian currency. At Sydney, 52,000 skins offered, new season lambs 1-2 pence; bare to  $1\frac{1}{2}$ -inch 1-3 pence lower, 50's and down, 2 inches and up, 2-3 pence dearer; all other descriptions irregular.

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## Reptiles Firm

Madras bark tanned whips on spot, 4 inches up, averaging 4½ inches, 70/30 selection, offered at 70c. For shipment, offering noted from 68c-71c, depending upon shippers. Similar cobras but 80/20 selection are offered at 40-42c and skins averaging 4¾ inches at 46c. Vipers, 4 inches up, averaging 5¼ inches, 90/10 selection, held at 35c. About 5,000 U. P. bark tanned whips, 4 inches up, averaging 4½ inches, 70/30, held at 61c and 20,000 wet salted Calcutta oval grain lizards, 40/40/20, 90/10, at 20c while 500 wet salted ram-godies, 10 inches up, averaging 13/14 inches held at 12c. Madras bark tanned water snakes, 3 inches up, averaging 3¼ inches, held at 8c.

Siam market firm as U.K. said operating. Offers of aers at 14c and chouyres at 27-29c, for 8 inches up, averaging 2.8 kilos, failed to interest buyers. Europe paying the equivalent of \$1.75 for pythons, 50% molorus and 50% diamonds while offers here are at \$1.30-\$1.40 and \$1.50-\$1.60, respectively.

Some interest in ring lizards with sellers asking \$1.30-\$1.35. Not many offers as the border between Indo-China and Siam is closed for next 60 days. Brazil market nominal in absence of sales and offers. Except for some giboias, variously held at 70-75c fob., as to shippers, offerings lacking.

## Pickled Skins Quiet

Not much business in New Zealand skins as the season is just about getting under way. Following sales of North Island "Waingawa" and "Fielding" lambs at 66 shillings some "Waitara" lambs sold at 68 shillings. Also reported that some last season's "Gear" sheep sold at 130 shillings. Reports that some Eclipse "Islington" South Island lambs sold at 65 shillings but no details as to whether this or last season's skins. Spot lots of Iranian pickled skins said to be selling at \$11-12 a dozen, depending upon assortment. In the spot market, there was a report that lambs measuring 90/95 feet sold at \$10.50 but larger spread skins still held at \$14 whereas buyers' views are less; around \$12.

Further sales of Iranian skins on spot at \$12 a dozen. New Zealand market slow as not many offers of new season skins. Domestic market unchanged with lambs selling from \$12-\$14 a dozen, depending upon lots and measurement.

## Deerskins Easier

Market easier and sales made of Para (Brazil) "jacks" at 55c fob., basis importers. Buyers now talking 52c fob., basis importers, for business. Maranhao "jacks" held at 58c fob. Siam market unchanged. New Zealand market also lower with latest sales of 4-lb. skins at 97c per lb., c&f. Honduras held at 72c fob.

## Pigskins Quieter

Fulton County quieted down and it has been difficult to interest buyers. Although some shippers are asking \$2.40 fob., basis importers for Para grey peccaries, Manaos grey peccaries salable at \$2.60 basis manufacturers. Maranhao grey peccaries held at \$2.00 fob. Peruvian grey peccaries offered at \$2.40 fob. Chaco carpinchos wanted but buyers slow to pay last trading level and present asking prices of \$3.35 c&f., basis importers. Wet salted capivaras continue to sell around \$3.50, basis manufacturers.

## Deaths

### William E. Thornton

... 60, well-known shoe union official, died Dec. 18 at the home of his daughter, Mrs. Theresa Murphy, in Bridgeport, Conn., after a long illness. He had been president of United Shoe Workers of America, CIO shoe union and one of the two largest shoe unions in the country, since 1949.

A veteran of the labor movement within the shoe industry, Thornton was born in Lynn, Mass., where he first served as an official in several independent Lynn shoe workers unions. When these independents joined the CIO in 1937 as United Shoe Workers of America, he became New England regional organizer. His name became prominent in shoe labor circles almost immediately when he took charge of a strike which broke out at shoe factories in Skowhegan, Me.

He was appointed national president of USWA when the late Rocco Franceschini died in 1949. After completing this term, he was elected to a two-year term in 1950. In addition to his daughter, he leaves a son, Millidge.

### George E. Johnson

... 61, hide and skin executive, died Dec. 15 in Chicago after a year's illness. A familiar figure in the hide and leather trade for many years, Johnson was vice president of H. Elkan & Co., Chicago hide dealer. He had been active with the firm since 1918 and had held the position of vice president for several years. Burial was at Mt. Greenwood Cemetery.

(Other Deaths Page 34)

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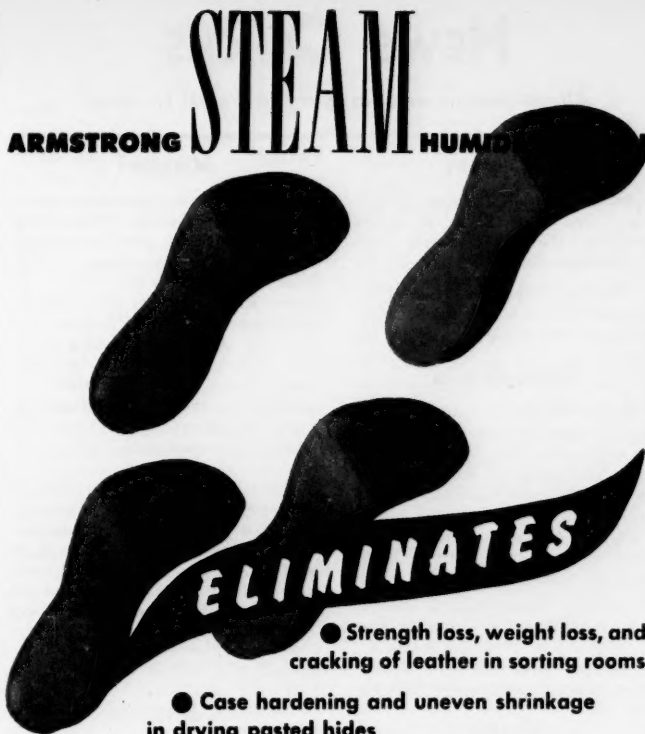
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# NEWS QUICKS

*About people and happenings coast to coast*

## New Jersey

- **Sidney Hines** has joined Leisure Shoe Corp., South River, as casuals executive. He was formerly with Fairfield Shoe Co.
- **Murray Miller** has resigned his position with Oxford Slipper Co., Paterson, after three years with the firm.

## Pennsylvania

- **Albert Raskin** of Astor Shoe Co., Inc., and **Sam Savoca**, formerly with Penncraft Shoe, Inc., have organized a new firm under the name of **Alsam Shoe Mfg. Co.** on Walnut St., Lititz, Pa. Savoca is president and Raskin is secretary-treasurer of the new firm, which will have a capacity of 3,000 pairs of children's stitchdowns per day.
- **H. Davidovicz** of Columbia Novelty Slipper Co., Hazleton, is reported to have purchased a 50 percent interest in Skippy Footwear, also of Hazleton.

## Illinois

- Election of officers of the **Shoe Travelers Association of Chicago** will be held at a buffet luncheon meeting Dec. 28 at 1:00 p.m. in the Hollywood Room of the Morrison Hotel, Chicago. Ballots have been mailed to members.
- **A. F. Steffen**, formerly training director of Swift & Co., and co-author of "This Is Our Problem," has been appointed sales promotion manager for the firm's General Adhesive Products Dept. He will have charge of sales personnel training, advertising and sales promotion activities.

## Missouri

- **Fred Weber** has been elected president and treasurer of **Weber Shoe Co., Inc.**, St. Louis shoe firm recently merged with **Wesselring - Jordan Shoe Co., Inc.** Other officers are **James E. Wesselring**, vice president, and **Elmer Cohen**, vice president and secretary. **Alexis Smith** will be stylist and promotion manager of the newly merged firms, which have moved operations to the former Wesselring plant at Tipton. A St. Louis sales office will be maintained.
- Hearing on Chapter XI Plan of Arrangement for **Kaut - Lauman, Winters, Inc.**, Dixon shoe manufacturer, was held in Federal Court, Kansas City, on Dec. 14. Current assets are listed at \$69,825, with current debts at \$21,357 and subordinated creditors of \$94,515.

## California

- **William H. Joyce**, on leave of absence from his position as president of Joyce, Inc., Pasadena casuals manufacturer, has officially resigned as assistant administrator of production for the Economic Cooperation Administration. He will return to the shoe firm on Jan. 2.
- **Leonard MacLean** has been named Pacific Coast district manager for **Textileather Corp.** He was formerly sales manager for Goodall Fabrics, Inc. MacLean will cover California, Oregon, Washington and Arizona.

## Massachusetts

• **Business of California Chenille Slipper Co., Inc.**, at 319 S. Spring St., Los Angeles, has been discontinued, it is reported.

- **George Valhoulis**, owner of the Lincoln Shoe Co. in Haverhill, is a partner in the new Pilgrim Shoe Co., soon to begin operations in Lawrence. Valhoulis reports the opening of the new firm will not affect operations at the Lincoln plant, which is at work on many orders.

• **Parker-Strobel Co.**, Haverhill, is running at capacity of 1,700 lbs. of toplifts daily. Company officials report a large amount of business has recently come from manufacturers, using wedge-type built-up heels on loafers.

• **William Kiernan**, son of E. F. Kiernan, president and treasurer of Griess-Pfleger Tanning Co., Inc., is now located at the firm's Boston offices.

• **William Otis**, formerly associated with Diane Specialty Co. of West Hempstead, N. H., is now associated with Dan Lewis, Inc., Haverhill, on production.

• **Royal Tanning Co., Inc.**, has been incorporated in Boston. Officers are Harry F. Sidman, president; Arthur S. Barverman, vice president; Sol W. Sidman, treasurer; and Seymour A. Buchine, clerk.

• **John W. Coolidge** has been elected a director and vice president and **Edward P. Chase** elected secretary of United Shoe Machinery Corp. Coolidge joined the firm in 1925 and has been closely identified with USMC's foreign interests since 1947. Chase

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joined United in 1933 and has been assistant secretary since 1942. He succeeds **Edward N. Chase**, who has retired after 41 years of continuous service.

- Receiver's sale in bankruptcy for machinery and equipment of **Roberts Tanning Co., Inc.**, will be held Dec. 27 on the premises at 57 Foster St., Peabody. Mark E. Pearlmutter Co. of Boston is auctioneer.

- **Billie Shoe Co.** was scheduled to begin operations this week in new offices at 49 Osgood St., Methuen. The company will make women's shoes under the ownership of Melvin Tye and Howard Wiseberg, formerly with Melard Shoe Co., which liquidated business a few weeks ago. Tye and Wiseberg also managed the former Beckerson Shoe Co. in the same Methuen building several years ago and plan to rehire former employees.

- Civil suit filed against **Plymouth Shoe Co.** and **Tanners Shoe Co.** of Boston by **Chas. A. Eaton Co.**, charging infringement of patent, has been decided in favor of defendants, according to Louis Shapiro, general manager of Tanners Shoe Co.

- Smoke and fire caused an unestimated amount of damage recently

to building and equipment of **H. H. Brown Shoe Co.**, Worcester. More than 700 employees were idled for a few days while repairs were being made.

- **W. E. Crosby**, manager of the credit department of A. C. Lawrence Leather Co., Peabody, gave an illustrated talk recently on "The Romance of Leather" to the Intefor Club of the Lynn Jewish Community Center.

- **Carole Products, Inc.**, has been organized to manufacture shoe platforms on Duncan St. of Haverhill. Principals are Herman Turansky, president, and Howard Salovitch, treasurer.

- **Stanley L. Baron** has opened offices at 60 South St., Boston, where he will act as converter and distributor of shoe materials under his own name. Baron, formerly with the Lushan Co. of Boston, will handle lining stock materials, fabrics, artificial leathers and plastics.

## New York

- Milton Rothman, doing business as **T. Lewenthal & Son**, shoe findings firm at 232 10th Ave., New York City, has filed voluntary petition in

bankruptcy. Liabilities are listed at \$5,283 and assets at \$1,342.

- **General Dyestuff Corp.** of New York has announced release of two new circulars. They are G-690 on Igenal Brown CGNA and G-691 on Diamine Catechine ER-CF for Leather. Copies may be obtained by writing the firm at 435 Hudson St., New York.

- **Kennard C. Baker** has been appointed executive vice president of London Character Shoe Corp., New York.

- **Cosmopolitan Leather Co.** has been organized at 347 West 36th St., New York. Irving Silver is listed as principal.

- **I. Miller & Son, Inc.**, Long Island City, has transferred style and pattern executive **Joseph Arale** from its New York to its Wilkes-Barre, Pa., division.

- **Gregg T. Ward** has been appointed general sales manager of United States Rubber Co.'s footwear and general products division. He will be in charge of all sales of the division, which makes footwear coated fabrics and a variety of other prod-

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ucts. He has been associated with the firm's footwear division for many years, most recently as general merchandise sales manager.

- Workers at the Mercersburg Tannery Division of **Loewengart & Co.**, New York tanner, were among blood donors when the American Red Cross Blood Mobile visited the town recently.

- **Miles Shoes, Inc.**, will pay employees in its 150 stores, main office and warehouse a Christmas bonus of one week's salary.

- **Grossman's Shoes, Inc.**, Brooklyn manufacturer of high-grade men's and women's footwear, is reported in process of disposing of assets. The action is being undertaken by the 79-year-old firm to satisfy obligations to the estate of the late Morgan Grossman, who died last June, according to Emanuel Grossman, president. Grossman added that the company is definitely not being liquidated and will retain its corporate title. Plans are now under way to renew operations in association with another firm. Liquidation will be outside of New York City, Grossman said.

- **Benjamin Seligman** of Seligman & Seligman, New York City counsel to shoe manufacturers and trade organizations, has announced the firm will move to larger quarters at 295 Madison Ave. around Feb. 1.

- **Atlas Shoe and Sewing Machine Co.** has opened offices at 69 Beekman St., New York.

- Arbitrator for the New York State Board of Mediation has ruled that dismissal of nine leather workers from **J. C. Bleyl Co.**, Gloversville tanner, was "without justifiable cause." Dispute arose over a working hours' grievance. The company was ordered to reinstate the workers.

- **Alta Products Co.**, slipper manufacturer, has moved its headquarters to Room 1504 in the Empire State Building. The firm was located formerly at 286 Fifth Ave.

- At a recent conference of creditors of **Airline Footwear Corp.**, Brooklyn footwear manufacturer, it was stated that assets of the firm included plant with a liquidation value of \$2,500 and merchandise of \$2,000 while liabilities included owing for merchandise accounts payable \$32,000, taxes of \$7,000 and wage of \$3,500. Debtor has offered 20 percent settlement, payable 10 percent cash and two notes of five percent each, payable in three and six months.

- Schedules filed by **Rynor, Inc.**, New York handbag manufacturer, indicate liabilities of \$5,295 and assets of \$6,700, it is reported.

- Several hundred members and guests attended the 46th Annual Meeting of the **New York Boot and Shoe Travelers Association**, held Dec. 12 at the Hotel McAlpin. The meeting featured installation of the organization's new officers: Henry H. Kaye, Wall-Streeter Shoe Co., president; O. E. Hoskinson, Buster Brown

Division of Brown Shoe Co.; and George Ecclesine, Gerberich-Payne Shoe Co., Anthony Favor, vice presidents; Charles Havancik, secretary and treasurer; and Henry Cowgill, assistant secretary-treasurer.

- **Lawrence Stoff** has withdrawn from partnership with **Leo Shangold** in **J. Weiss Shoe Co.**, New York women's footwear wholesaler. Shangold will continue to operate the business individually, has purchased Stoff's interest, and has issued figures as of Dec. 8, 1951, to show assets of \$63,888 with liabilities of \$16,842 and net worth of \$47,047.

- Schedules filed in the bankruptcy matter of **Lorett Handbags, Inc.**, New York City handbags manufacturer, show liabilities of \$22,092 and assets of \$3,600. The firm is located at 380 Canal St.

- **Frank Fleming**, who recently resigned as slipper and playshoe buyer for Bloomingdale's Department Store, will join Honeybugs, Inc., as sales manager, it is reported.

- **M. Lowenstein & Sons, Inc.**, New York leather broker, has elected **Donald B. Tansil** as executive vice president and a member of the board. Tansil will be in charge of merchandising.

- **Selva & Sons**, New York manufacturer of theatrical footwear, has moved into new quarters at 333 West 52nd St.

## DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK

R. A. Bree—Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

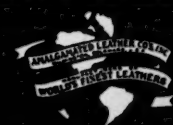
### BABY CALF LEATHERS

BOSTON—Bergman & Brookhouse, 112 Beach St.  
ST. LOUIS AND SOUTHWEST—O. B. Dahm,  
1602 Locust St., St. Louis, Mo.  
MILWAUKEE—H. I. Stewart, 918 North 4th St.  
ENGLAND—Davis Canadian Leathers Ltd.,  
3 Granby St., Leicester

### DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.  
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# CHARMOOZ

THE PERFECT SUEDE LEATHER

IN BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

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## ACRYLIC RESINS

(Continued from Page 3)

more finish taking more and those needing less taking less.

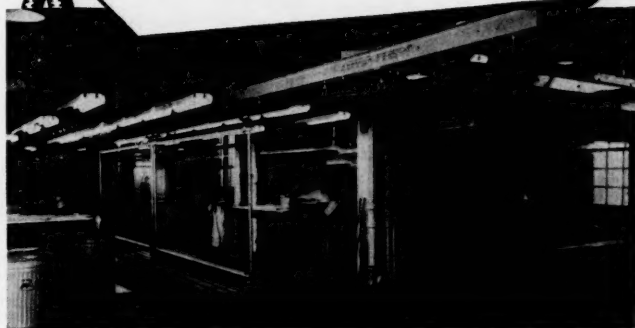
The chemical and physical nature of the polymer itself has, of course, a very great bearing on the properties of the finish. The acrylic resins have a very high degree of specific adhesion, and this causes the finish containing such resins to cling tenaciously to the surface of the leather. They have a very high degree of flexibility by which I mean that the finish can be repeatedly flexed in the same area without cracking. Moreover, the softness and flexibility of this type of material is not obtained by the use of plasticizers. The resins themselves are soft and flexible, and different degrees of softness are obtained by starting off with different monomers.

The acrylic resins also confer a considerable degree of water resistance to a water finish without rendering it hard and brittle.

Furthermore, the presence of an acrylic resin in a water finish makes possible the use of a subsequent lacquer coat which will have good adhesion. On a straight protein type finish you know that it is practically impossible to get good adhesion of a lacquer.

The acrylic resins have one property that is both an advantage and a disadvantage: thermoplasticity. At high temperatures the acrylic resins become softer and at low temperatures they become harder. The softening at high temperatures immediately rules out the possibility of glazing a finish which contains more than a very small amount of an acrylic resin, and this is therefore a disadvantage. This very same property of thermoplasticity however becomes an advantage in smooth plating because the resin softens and flows under the heat of the plate and as a result a much smoother leather results on smooth plating when a certain amount of acrylic resin is present. Of course, if too much is used then difficulty will be encountered with sticking to the plate. However, it is possible to use an appreciable amount of acrylic resin to gain the advantage of smoothness without running into difficulty with sticking. Since on many leathers smooth plating has in recent years replaced glazing, I think it is fair to say that the advantage of thermoplasticity in the acrylics has outweighed any disadvantage of this property.

Designed and Manufactured by  
**PROCTOR & SCHWARTZ, INC.**  
for the Modern Tanner



Modern tanners are coming more and more to rely on Proctor equipment for drying . . . for they have learned from experience, that Proctor equipment performs to their most exacting demands.

It is designed by men with a background of engineering equipment for leather drying—and then every bit of manufacturing and fabrication is done in the large Proctor plant in Philadelphia. When the tanner selects Proctor equipment, it is designed and built to suit his purpose by one company—Proctor & Schwartz, Inc.

Each type of Proctor drying system is designed for a specific need. For maximum yield of top quality leathers, the Proctor dryer for leather pasted on glass plates is ideally suited. Where leather is to be toggled, Proctor toggling and drying systems are designed and built to meet individual tannery needs. Where the problem indicates—one of the conveyor types of dryers may be recommended. In each case, recommendation is made only after careful investigation and a conference with those responsible for production.

Investigate the advantages of a Proctor designed and Proctor built system for your tannery.

**PROCTOR & SCHWARTZ • INC • 717 TABOR ROAD • PHILADELPHIA 20 • PA •**  
*Designers & Manufacturers of Drying Equipment for the Leather Industry*

### AN INVITATION TO PATENT HOLDERS

Have you patented equipment which you have developed for your own line of business that you would care to have developed, manufactured, or sold? If such equipment comes within the line of our manufacturing and selling experience, we would be pleased to have you contact us. We will discuss the matter with you without obligation. If there seems to be a mutual advantage we may be able to realize good returns on new developments.

DRYERS FOR PASTED LEATHER  
TOGGLING and DRYING SYSTEMS  
CONVEYOR DRYERS  
"ROTO-SPRAY" EQUIPMENT



There are two main ways in which the acrylic resin dispersions are used in finishing leather.

First, they are used as a base coat for subsequent nitrocellulose coats. Examples of such applications are upholstery leather, luggage leather, garment leathers and various types of splits. In such applications the acrylic resin dispersions may be applied as is but in most cases they are mixed with other material such as pigment dispersions, thickeners, wax dispersions, acid dyes in some cases and in consequence a colored film is laid down rather than a clear film. Lacquers are then applied over the acrylic resin coating and various mechanical operations are carried out such as embossing, softening, etc.

The use of acrylic resin coatings in this way has improved very materially the flexibility, permanence of softness, and detail of embossed design of the finished leather and has also simplified very greatly the finishing technique.

The other way in which acrylic resin dispersions are used is as a component of conventional water or protein finishes which, of course, are widely used in the shoe side upper leather field. In this type of application they are used in the greatest amounts in the first covering coat and in decreasing amounts in the subsequent coats. The advantages derived from this use are better build up of the coating and hence the use of fewer coats, improved adhesion of the finish to the leather, improved flexibility of the finish, better smoothness on plating due to the thermoplastic nature of the resin, and improved resistance of the finish to wet rubbing.

— END —

## PIGMENT FINISHES

(Continued from Page 7)

above that toners are used alone and in the preparation of lakes and reduced colors. Therefore, the solids test does not mean too much in quality, but in quality.

While a dye is a soluble compound and is applied dissolved in a suitable solvent to leather or other materials, a pigment is insoluble and imparts color to leather by application in the form of finely divided particles suspended in a suitable liquid vehicle, composed of combinations of vegetable oils, such as castors, coconut, rice, bran oils and linseed and many different types of glycols, combined with combinations of wheat protein syrups, cellulose gums and silica

solutions, soya proteins. There are from 75 to 100 different plasticizers.

## Primary Colors

**Chrome yellow** is a yellow pigment insoluble in water but soluble in alkalis or mineral acids. It is formed by the reaction of lead acetate or lead chloride with soluble bichromate. Dark, medium and light shades of the yellow compound are sold for use—usually as C.P. meaning that extender has not been added. They have good opacity and low oil absorption. Since they contain lead salts, mixing with sulphur containing pigments such as Ultramarine blue and lithophone must be avoided.

**Hansa yellow**, an organic toner possesses great brilliance and is used where other yellows are not suitable.

**Zinc yellow** is fast to light and used only where chrome and other yellows are not suitable.

**Para red** is a general name covering a number of insoluble red color agents. These are based on a combination of p-nitro aniline and B-naphthol. The different shades of red are obtained by varying the conditions under which the color is struck, such as temperature and ph. of the medium.

**Para red** is fairly permanent to light and has good opacity and high tinting but bleeds easy.

**Toluidine toner** is a red organic color agent produced by the combination of m-nitro, p-toluidine and B-naphthol—has high opacity and tinting strength and good light fastness and less bleeding tendency than para red.

**Lithol toner** is a red pigment made from Tobias acid, 2-naphthylamine, 1-sulphonic acid and B-naphthol.

**Prussia blue** is mainly ferric ferrocyanide, but contains some sodium and may contain potassium, is made soluble by sedimenting as a pulp, working in oxalic acid or ammonium oxalate and drying. It then disperses readily in water.

**Ultramarine blue** is an insoluble blue pigment of variable composition. It is sometimes called "Imitation Ultramarine Blue" since a natural blue ultramarine is known. It is prepared by roasting a mixture of kaolin, soda ash, sulfur and charcoal and sometimes sodium sulfate and silica and grinding the product to a powder. The dry pigment is in six special grades—is fairly resistant to heat and light, but readily decomposed by acid and fairly stable to alkalis.

**Phthalocyanine blue** is clean green tone blue pigment, which is non-bleeding and has exceptional light-fastness.

In discussing the various 20 white pigments in use, we can say very little owing to space allowed. We have no good definition of what is meant by a white hiding power.

**White lead** is the oldest, while Titanium Dioxide is the most important recent development in white. Much more is to be learned about these in the years ahead. There are many different grades made. Titanium Dioxide has a high refractive index—is soluble in concentrated sulphuric acid or in alkali hydroxide solution. The commercial supply is practically all obtained as ilmenite from Travancore, India.

**Carbon Black** is obtained by burning natural gas with insufficient oxygen for complete combustion, depositing the carbon on a metal surface in contact with the flame. Carbon Black has excellent light resistance.

We also have the **animal blacks**—bone and ivory blacks. After removing the fatty matter the bones are charred—the carbon content is 10-20 percent. The animal blacks are low in oil absorption, tinting and hiding value.

## Tinting Pigments

Tinting pigments for the formulation of top-grade green tints are:

Copper phthalocyanine green, hydrated chromium oxide, copper phthalocyanine blue and zinc yellow, vat dye blues and zinc yellow chromium oxide.

A good pigment finish should have the following qualities:

- The pigments should be ground into the finest possible colloidal condition, at least three times in a wetting out medium that will minimize a sedimentation. There are hundreds of different wetting out materials.
- The pigments must be fast to a reasonable light subjection.
- The pigments must be unaffected by alkaline solutions for a long period.
- The pigment should not be affected by heat in plating.
- The pigment should have good covering power in a comparatively weak mixture without a painted appearance.
- The pigment should be colloidal and not granular to impart a smooth, silky feel.

- G. The pigment should be unaffected by atmospheric influence. Example: Lead salts which turn dark by exposure to sulphuretted hydrogen.

It is necessary to wet out leather properly for penetration and the pH factor is not always an indicator, but the important factor is the viscosity of the finish. Changes in viscosity are not due to changes in the pH but to the constitution of the finish. We manufacture our finishes to a standard pH which we have set up based on our research for performance.

Some finishes require volatile ingredients and on exposure, that is, failure to keep them covered when not used for from two to four weeks the pH goes down. We have made tests on finishes that were standardized at a pH of 8.9 and exposed to air until a pH 6.5 had been reached and there was no difference in application, appearance or adhesion.

We strive at all times to follow our research in the standards that we consider of most importance:

1. Appearance, uniformity.
2. Application.
3. Excellent adhesion.
4. Flexibility. Dispersibility.
5. Elasticity.
6. Feel or natural handle.
7. How the finish goes through the various shoemaking operations.

Again we say it is not so much the pigment, lakes or toners used, but the vehicle they are ground in.

Sometimes we have the question of odor coming up, but that is also of no great importance but comes mostly off the type of preservative used to aid resistance to putrefactive ingredients. However, most ingredients used today have no putrefactive reactions, and also there are preservatives that have no odor.

We deviate a trifle. We often hear the remark that Tom Company would like to finish his leather like Dick Tanning Company or Harry Leather Company. Well, if every tanner limed, bated, pickled, tanned, fat-liquored and finished his leather alike there would be only one competitive factor and that would be price.

In closing we will take off in a space ship and try to find a method of finishing leather with one coat out of the 618 different materials that we use. With the assistance of a good finisher we have reached a strata where we can finish some leathers in two coats.

## ANILINE FINISHES

(Continued from Page 9)

plied on higher graded stock. Where the stock is of lower grade, either a pigment foundation or an addition of pigment is needed, and this procedure is justifiably called semi-aniline finish.

### Lacquer

Of great help in the production of aniline finishes or in the achievement of aniline-finished leather is the creation of lacquer and its consequent creation of lacquer emulsions. It is true that lacquer was employed long before the usage of pigment finishes. However, the general use of it became first an important factor by the invention of the low viscosity nitrocellulose cotton.

This invention brought about the radical change from oil and varnish finishing of carriages, especially of automobiles to nitrocellulose finishing. First, too rash adoption of such lacquers to leather was for a long time detrimental to the thought of lacquer-finished leather. Only after proper adjustments of what was only an auto lacquer to one suitable for leather, was it possible to go over to lacquer finished leather with a fair degree of safety.

In Europe, tanners do not hesitate to use lacquer on all stock, including garment and glove leather where great flexibility is a prerequisite. I often wonder why lacquer finish has never become as prominent in this country as in Europe, where actually half of the leather production is col-

ored with lacquer. I can conclude only that it has a great deal to do with the more diligent, or call it if you will, slower workmanship prevailing in all European production methods. Besides, weather conditions, i.e., humidity, may prevent spraying on half or entire days. And, such an interruption would not make much difference in Europe to the question of output where it is not a matter of chain production methods. Another reason is probably the high insurance rates prevailing in this country scaring many away from the usage of lacquer.

Nevertheless it is true that a lacquer finish saturated with aniline dyes, or at most with lakes, gives the finished leather a fuller body and a lively appearance and retaining an aniline effect while yet having a satisfactory covering quality.

### Lacquer Emulsions

What is true of lacquers, is still more true of lacquer emulsions. In the first place these eliminate many if not all of what may be considered objectionable features in straight lacquers. Lacquer emulsion, in its final stage, being an aqueous product avoids or reduces risks of resulting brittleness to a minimum, if not entirely. If lacquer emulsions have any disadvantage over lacquers it could only be a lesser fastness to wet rubbing. However, this can be substituted by suitable top coatings. And speaking of top coating, the lacquer emulsion lends itself excellently to such on top of a pigment and it will

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# HYDRODITE

## Leather Finishes

Quality leather finish is one of the prime ingredients that contributes to the art of making fine leather.

Many years of experience together with uniformly high standards of production have helped to give HYDRODITE its respected position in the leather industry.

The producers of HYDRODITE invite you to make use of their research laboratory and technical staff.

BRANCHES: Drexel Bldg., Philadelphia;  
Union, N. J.; Salem, Mass.

## A. J. & J. O. PILAR

### Leather Finish Specialists

CHAPEL ST. & LISTER AVE., NEWARK, N. J.

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add to the depth of color and lend an aniline like appearance. This can be emphasized more by the inclusion of dyes or lakes in the lacquer emulsion manufacture.

The search for aniline effect is not an effort limited to the United States. The efforts in that direction are universal. The competition of plastic products favors the clamor for something to distinguish leather from the artificial plastic. There is no cure-all method. However, there are many ways to create a levelling without robbing leather of its natural appearance. Where the grade of leather is too low, pigmentation

will have to be resorted to, at least on the bottom coating. A resin, or rather an addition thereof, will help decidedly to fill and therefore lend truly, or optically a semi-covering.

In all proceedings the bottom or drum coloring with anilines is of decided importance as to what can be accomplished thereafter. Those are the artistry of the tanner just as much the rest of it is the artistry or the craft of the finish maker. Only through these features and the development of personal talents has it been possible to achieve finish effect that is fast, yet not hard, not spoiling the natural appearance and feel of leather. And with the present competition of plastic products it is ever so much more important to spare neither effort nor expense to improve and develop new products and new methods.

In such efforts one must strive to have a finish that gives level color without showing a painty appearance and as much an aniline effect as possible to allow the name aniline finish to be used even if not used in the strictest sense of the word. In this way to accomplish what seems of vital importance today, to have the people at large recognize and distinguish a piece of plastic or an article made of plastic from the product of nature, that is hide and its resultant product leather.

Perfect workmanship of the manufactured product as well as its application is needed to level the color without showing pigmentation, if

any. In the year of 1798, as I read in a book of the London leather-makers Guild, any carrier would be sent to jail if he were caught painting leather to cover flaws and thereby deceive the buyer. This age-old edict may subconsciously be still working on the mind of the finish producer as well as the tanner, so as to be sure to cover leather but not to cover flaws.

In all finishing work the art of the finish producer must go hand in hand with the art of the personnel of the tanner where many men have acquired a high degree of individual knowledge and aptitude. This, coupled with the craft of the finish producer, is the ideal solution for establishing and improving continuously the best method of finishing procedure for each individual tannery. And this is true no matter if aniline finishes and semi-aniline finishes are employed, or lacquer or lacquer emulsions, or pigment finishes, or resin finishes, or as is probably true of most cases of combination of two or more or all of them.

Since the discussion of the several types of finishes has been variously assigned it has necessarily limited the time allowed for each and it has made it somewhat difficult to exclude and yet not include some of the topics of the assignments of others. No doubt all of the finishing products employed overlap in the manufacture of finishes just as they overlap in the tannery where more often than not a variety of finishes and methods are employed.

It is the task of the finish producer to create products that cover without covering up. This not only to steer clear of the edict of the Leather Guild, but also to satisfy the tanner and the demands made upon him for the benefit of all concerned.

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equipment,  
supplies,  
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only \$2.50 per inch**



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300 W. Adams St.,  
Chicago 6, Ill.**

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Agents are interested in obtaining additional  
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30,000 vegetable tanned butt splits, rough,  
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4,000 full side splits 4/5, 5/6, 6/7 and 7/8 oz.  
weights ready for finishing.

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CHAMPION STRAIGHT Needle Sewing Machine,  
Floor Model. Sews 1" thick material. Running  
condition.

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300 W. Adams St.,  
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2 Slocumb Staking machines. Completely over-  
hauled, with individual, direct driven motors  
and remote starter controls. \$650.00 each.

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insertion except in the "Situations Wanted"  
column, where space costs \$3.00 per inch  
for each insertion.

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Advertisements with box numbers are  
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publisher.

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300 W. Adams St. Chicago 6

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LASTING and making rooms. 20 years' ex-  
perience women's shoes. Prefer N. E., but  
will go anywhere. Write Box Z-13, Leather  
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SUPERINTENDENT and TANNER desires  
position with a responsible organization. Must  
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desires of obtaining same. No others need  
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management, labor relations, and material  
procurement. A thorough knowledge of leather  
manufacture from hide house to sales. Kips  
and styles in Elk, Smooth, Aniline, Waterproof,  
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sive knowledge of split manufacture. Over  
twenty-five years experience with technical  
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valuable resource! ... in the magazine voted first choice by shoe and leather  
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ley Field, home of the  
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### New Jefferson HOTEL

Completely remodeled  
and refurbished — New  
Jefferson Hotel will make  
your visit to South Bend  
much more pleasant.

CONSIDERATE \$2.75  
RATES FROM

**SOUTH BEND**  
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### HOTEL DAYTON

A modern hotel with  
every comfort and con-  
venience to make your  
stay a delight in Kenosha  
— where business and  
pleasure mix. Home of  
the Town Casino.

RATES \$2.75  
FROM

**KENOSHA, WISC.**

Personal Management  
FRED F. KEAN  
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SOLVENTS  
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## Coming Events

Jan. 12, 1952—Eighth Annual Banquet of New England Shoe Foremen's and Superintendents' Association. Hotel Statler, Boston.

Jan. 13-16, 1952—Second Market Week by members of The Boot and Shoe Travelers Association of New York.

Jan. 19-23, 1952—38th Annual Mid-Atlantic Shoe Show. Sponsored by Middle Atlantic Shoe Retailers Association and Middle Atlantic Shoe Travelers Association. Penn-Sheraton Hotel, Philadelphia, Pa.

March 9-12, 1951—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

April 27-30, 1952—Annual Shoe Showing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 11-15, 1952—Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotel New Yorker and McAlpin, New York City.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association. Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

## Deaths

### Sol Brodsky

... 68, retired *bide* superintendent, died recently at his home in Philadelphia, Pa. He was formerly superintendent of Philadelphia Hide Corp., Philadelphia hide dealer. Brodsky was a member of Congregation B'nai Aaron, the Zionist Organization of America, and various other organizations. He leaves his wife, Rifka; a son, Ben; two daughters, Mrs. Albert B. New and Mrs. Elmer Toll; and two brothers, Harry and Samuel.

### Eugene E. Sullivan

... 80, retired *shoe* foreman, died recently in Merrimack, N. H. He had served as a foreman for the W. H. McElwain Co. and its successor, International Shoe Co., in Merrimack, for many years and had retired only three months before his death. A native of Lenox, Pa., he was a foreman at Eberle Tanning Co., Westfield, Pa., for several years before moving to Merrimack, where he joined the McElwain firm. He was active in religious and fraternal organizations.

## Index To Advertisers

Amalgamated Leather Cos., Inc.	28
American Cyanamid Co., Industrial Chem. Div.	Front Cover
American Extract Co.	32
Armstrong Machine Works	25
Barbour Welting Co.	22
Beckwith Mfg. Co.	17
Brezner, N., & Co., Inc.	35
Chemical Services Corp.	33
Colonial Tanning Co.	10
Crompton-Richmond Co., Inc.	15
Davis Leather, Inc.	28
Gebhardt, A. L., Co.	20
Greenebaum, J., Tanning Co.	26
Hadley Bros.-Uhl Co.	27
Hebb Lea. Co.	34
Hemingway & Bartlett	21
Howes Lea. Co., Inc.	3
Irving Tanning Co., Inc.	21
Kean, Fred, & Assoc.	33
Lincoln, L. H., & Sons, Inc.	23
Linen Thread Co., Inc.	2
Lynn Innersole Co.	34
McAdoo & Allen Welting Co.	16
Ohio Leather Co., The	20
Pilar, A. J. & J. O.	31
Proctor & Schwartz Inc.	29
River Plate Imp. & Exp. Corp.	24
Standard Embossing Plate Mfg. Co.	24
Superior Tanning Co.	22
Taber Pump Co.	23
United Shoe Machinery Corp.	18, 19 and Back Cover

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